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Alternative Enterprises and Agritourism

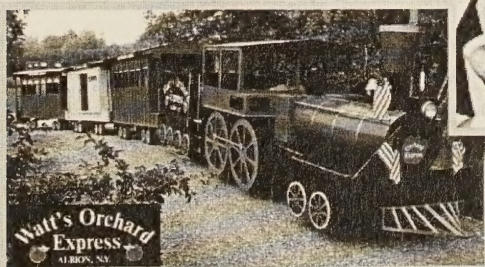
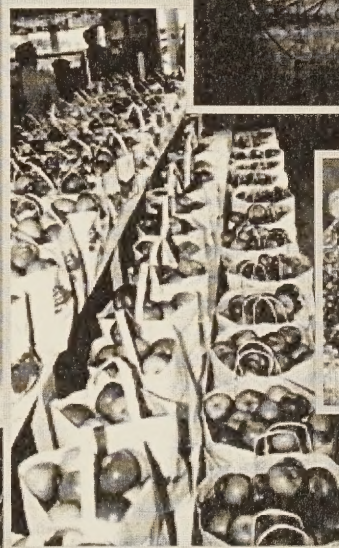
Farming for Profit and Sustainability Resource Manual
Table of Contents and Abstracts

Natural
Resources
Conservation
Service

Resource
Economics and
Social Science
Division

Resource
Conservation
and
Community
Development
Division

January 2004



Alternative Enterprises and Agritourism: Farming for Profit and Sustainability Resource Manual

January 2004

Table of Contents and Abstracts

Chapter I. Alternative Enterprises and Agritourism Introduction

NRCS Alternative Enterprises and Agritourism Website

This website provides information about alternative enterprises and agritourism, including related directories, web sites and publications.

Available at:

www.nrcs.usda.gov/technical/RESS/altenterprise

Alternative Enterprises: For Higher Profits and Healthier Land

NRCS Brochure

Available online at:

www.nrcs.usda.gov/technical/RESS/altenterprise/infosheets.html

Copies available by calling, Call 1-888-LANDCARE

Alternative Enterprise and Agritourism—For Higher Profits, Healthier Land

NRCS Information Sheet—This four-page information sheet shows resources and a list of many alternative agriculture and agritourism opportunities.

Available online at:

www.nrcs.usda.gov/technical/RESS

Copies may be ordered by calling 1-888-LANDCARE.

Alternative Enterprises and Agritourism: Farming for Profit and Sustainability Resource Manual

This is a 3,000-page resource manual that contains about 100-pages of resource experts, 40 pages of web sites and lists of publications, articles, publications, books, research reports, and guides to assist in the development of agritourism and alternative enterprises businesses. This resource manual is designed for community leaders such as Federal or county employee or other staff who promote these activities and well as individual farmers and ranchers.

Available on the RESSD web site:

www.nrcs.usda.gov/technical/RESS/altenterprise

Agritourism and Alternative Enterprises: Farming for Profit and Sustainability Resource Manual Table of Contents and Abstracts

Disclaimer Statement

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Chapter XX: Resources

This publication is the “Table of Contents and Abstracts” of the above resource manual. This 250-page resource contains the name and a short statement of all the articles, books, publications, research reports, websites and guides that are identified in the above “Resource Manual.”

Available online at:

www.nrcs.usda.gov/technical/RESS/altenterprise

or in printed form by contacting

James Maetzold

Ph: (202) 720-2307

Email jim.maetzold@usda.gov

Income Opportunities for Your Farm: Alternative Enterprises and Agritourism Resources—CD ROM

This CD is available to all individuals from landowners to agritourism and alternative enterprise leaders. It contains the information on the RESSD website plus other funding resource information. In brief, the CD contains: major web site links, the above resource manual, NRCS brochure, NRCS Information Sheets, Funding Sources, People Resource Directory, and “Taking the First Step: Farm and Ranch Alternative Enterprise and Agritourism Resource Evaluation Guide.”

Available from James Maetzold

Ph: (202) 720-2307

Email jim.maetzold@usda.gov

Agritourism, Alternative Enterprises, Conservation, Sustainability and Partnerships For Farms, Ranches and Rural Communities

USDA, NRCS

This a paper that addresses alternative enterprises and agritourism definitions, natural resource sustainability, agritourism sustainability and partnerships.

Available in the resource manual or contact

Maetzold at 202-720-0132.

Choosing Your Enterprises: A Checklist

Reprinted in Ag Opportunities Newsletter (vol. 6 no. 3; May-June 1996) with permission from “Sell What You Sow” by Eric Gibson

Available online at: <http://agebb.missouri.edu/mac/agopp/arc/agopp007.txt> along with other newsletter information.

Ph: (573) 882-1905 or 1-800- 433-3704

Tips for Staying on Track and Getting Started

NRCS

A 10 steps to follow when considering an alternative enterprise or agritourism.

Available in resource manual or contact

Jim Maetzold

202-720-2307

email: jim.maetzold@usda.gov

Resource Conservation and Development: Partnerships Serving America's Communities.

This is a Federal government program that helps people in rural areas plan and carry out activities that increase conservation of natural, support economic development, and enhance the environment and standard of living in local communities. There are 370 councils active in the U.S.

More information available www.nhq.nrcs.usda.gov/RCCD/homepag3.htm

Small Farm Today: The Original How-to Magazine of Alternative and Traditional Crops, Livestock, and Direct Marketing

This magazine, published bi-monthly, is dedicated to the preservation and promotion of small farming, rural living, sustainability, community, and agripreneurship. At the end of each magazine, resources are identified, there is a classified section, and an advertisements and a breeders directory.

Available online at: <http://www.smallfarmtoday.com>

3903 W Ridge Trail Rd

Clark MO 65243-9525

Ph: 1-800-633-2535 or (573) 687-3525

Email: smallfarm@socket.net

AgVentures

AgVentures magazine publishes articles on livestock, crops, aquaculture, niche markets, wildlife, herbs and other topics. The articles are based on actual alternative enterprise and agritourism success stories. At the end of each magazine, resources are identified, there is a classified section, and an advertisements and a breeders directory.

Website: <http://www.agventures.com>

Ph: 1-888-474-6397.

Growing for Market: news and ideas for market gardeners.

Monthly publication about horticulture and crops production and marketing.

For more information call

800-307-8949

Making Your Small Farm Profitable

By Ron Macher,

Storey Books (November 1999)

ISBN: 1580171613;

This book discusses the development of new crops and markets, maximizing net profit per acre, and enterprise planning and management. It also provides a guide to equipment costs, operation costs, etc.

Available from the publisher as well as from other common booksellers

Web Site: www.smallfarmtoday.com

Ph: 573-687-3525

You Can Farm: The Entrepreneur's Guide to Start and Succeed in a Farming Enterprise

by Joel Salatin

Polyface Inc (June 1998)

ISBN: 0963810928

Joel Salatin uses his experiences on his own farm to provide information to anyone who is beginning a farming enterprise.

Available from the publisher as well as from other common booksellers.

Ph: 540-885-3590

www.polyface.com

MetroFarm: The Guide to Growing for Big Profits on a Small Parcel of Land

By Michael Olson

This book has information on understanding agriculture and agribusiness, developing a metro-farm, and selling your product. For more information go to:

<http://www.metrofarm.com/index.asp?cat=40092>

Cost: \$29.95 (plus shipping and handling)

Order from:

AgVentures

11950 W. Highland Ave.

Blackwell, OK 74631-6511

Truck Patch: A Farmer's Odyssey

Ward Sinclair

It is a beautiful compilation of the author's words and conveys his spirit and love of farming. Available for \$14.95 from

The American Botanist,

PO Box 532

Chillicothe, IL 61523

Small Farm Resource Guide

USDA, CSREES, Small Farm Program

The Small Farm Resource Guide provides a listing of small farm organizations, institutions, and others that may not necessarily have small farm expertise, but do have information relevant to small farm enterprises.

Available at www.reeusda.gov/smallfarm or call 202-401-4385 for a free copy.

Small Farm Digest

USDA, CSREES, Small Farm Program

This publication has articles on USDA activities, small farm success stories, small farm studies and a calendar of events.

Available online at: <http://www.reeusda.gov/agsys/smallfarm/sfd>.

Available free of charge by calling, (202) 401-6544.

Directory of Land-Grant Universities

This website hosts all state partners of the Cooperative State Research, Education, and Extension Services. It includes an online list of professional workers in agriculture.

Available at: www.reeusda.gov/statepartners/usa/htm.

Travel Industry Association of America (TIA)

TIA's mission is to represent the whole of the U. S. travel and tourism industry to promote and facilitate increased travel to, and within, the United States. This web site contains a contact point for all state and many local governments that are involved in tourism, including rural tourism.

Available at: www.tia.org/Press/sto_directory.asp

Alternative Agriculture and Agritourism Enterprises (Links)

The following websites contain considerable information and links to various documents prepared by personnel from land grant universities, federal agencies, and private foundations. The documents each have information needed to help you make an informed decision about alternative agriculture and agritourism enterprises.

The Landowners Survival Guide: Resources for Agricultural Landowners in Maryland, Virginia, and West Virginia.

A 60-page publication of resources on economic viability, alternative production systems, natural resource conservation and farm stewardship.

Available from:

www.futureharvestcasa.org

Future Harvest-CASA

106 Market Court, Stevensville, MD 21666

Ph: 410-604-2681.

For Additional Information

The following Web sites provide basic information and the opportunity to link to additional resource material.

Appropriate Technology Transfer for Rural Areas (ATTRA)

www.attra.ncat.edu

1-800-346-9140

Farming Alternatives Program, Cornell University

www.cals.cornell.edu/dept/ruralsoc/fap

607-255-9832

Kerr Center for Sustainable Agriculture

www.kerrcenter.com

Michigan State University Travel, Tourism and Recreation Center

www.tourism.msu.edu

517-731-0272

Minnesota Tourism Center

www.tourism.umn.edu

Missouri Alternatives Center

www.agebb.missouri.edu/mac

573-884-4339

National Association of Resource Conservation and Development Councils
www.rcdnet.org

National Endowment for the Arts
www.arts.endow.gov

National Association of State Development Agencies
www.nasda.com

NAFDMA-North American Farmers Direct Marketing Association
www.nafdma.com

National Trust for Historic Preservation, Rural Heritage
<http://www.ruralheritage.org>
202-588-6204

NRCS Alternative Enterprises and Agritourism
www.nrcs.usda.gov/technical/RESS/altenterprise/index.html
202-720-0132

Rural Information Center (RIC)
www.nal.usda.gov/ric
1-800-633-7701

Small Farms Center, University of California, Davis
www.sfc.ucdavis.edu
530-752-7774

Sustainable Agriculture, Research and Education (SARE)
www.sare.org
202-720-5203

Texas A&M Recreation Park and Tourism Sciences
<http://naturetourism.tamu.edu>
979-845-0871

Tilling the Soil of Opportunity: NxLevel
Guide for Agricultural Entrepreneurs
www.nebraskaedge.unl.edu
800-328-2851

United States Department of Agriculture (USDA)
www.usda.gov
www.ams.usda.gov
www.csrees.usda.gov
www.nrcs.usda.gov
www.sare.org

USDA Alternative Farming Systems Information Center (AFSIC)

www.nal.usda.gov/afsic

301-504-6422 or 301-504-5724

USDA Rural Development

www.rurdev.usda.gov

USDA Small Farms

www.usda.gov/oce/smallfarm/sfhome.htm

U.S. Small Business Administration

www.sbaonline.sba.gov

[www.your.state.extension and/or department of tourism](http://www.your.state.extension.and/or.department.of.tourism)

Chapter II: Assessing Natural Resources for Alternative Enterprises

Taking the First Step: Agritourism and Alternative Enterprises Opportunity Identification Guide (Makeing the right decisions to sustain your farm or ranch and resources.)

Southern Maryland RC&D

This publication was prepared in response to requests from local advisors, farmers, and ranchers for a simple guide. A guide that would help identify alternative income-producing agricultural enterprises and agritourism opportunities. The requests stipulated that the guide be useful in developing business and marketing plans to help entrepreneurs reduce risk through diversification of farm and ranch enterprises.

The guide has three goals:

- To provide technical field staff, including Natural Resources Conservation Service, Resoruce Conservation and Development Coordinators, Extension staff, and other community-based leaders with a step-by-step process for helping land owners assess their natural resources for alternative agriculture and agritourism enterprises.
- To offer farm and ranch entrepreneurs a self-guided process to make the first step in enterprise diversification.
- To help entrepreneurs make informed decisions so the steps they take will increase income, sustain the farm and ranch and conserve natural resources.

Available online at

www.nrcs.usda.gov/technical/RESS/altenterprise or a CD that can be obtained by contacting

James Maetzold
Ph: (202) 720-2307
Email jim.maetzold@usda.gov

Chapter III. Conservation Opportunities

Farm Bill 2002 Fact Sheets and Q's and A's.

Available at: www.nrcs.usda.gov by clicking programs too fine additional program, technical and financial assistance.

- Conservation Provisions Overview
- Agricultural Management Assistance—Fact Sheet and Q&A
- Conservation of Private Grazing Lands—Fact Sheet and Q&A
- Conservation Reserve Program—Fact Sheet
- Conservation Security Program—Fact Sheet
- Conservation Technical Assistance—Fact Sheet
- Emergency Watershed Protection Program—Q&A
- Environmental Quality Incentive Program—Fact Sheet and Q&A
- Farm and Ranch Lands Protection Program—Fact Sheet and Q&A
- Forestry Incentives Program—Fact Sheet and Q&A.
- Grasslands Reserve Program—Fact Sheet and Q&A
- Grazing Lands Conservation Initiative—Fact Sheet
- Resource Conservation and Development—Fact Sheet and Q&A
- Soil Survey Programs—Fact Sheet
- Soil and Water Conservation Assistance—Fact Sheet and Q&A
- Watershed Protection and Flood Prevention—Fact Sheet
- Wetlands Reserve Program Q&A—Fact Sheet and Q&A
- Wildlife Habitat Incentives Program—Fact Sheet and Q&A
- Wildlife Habitat Incentives Program Q&A.

Conservation Program Delivery Diagram

This diagram describes the conservations program delivery process.

Available online at: <http://www.nrcs.usda.gov/programs/farmbill/1996/DelDgm.html>

USDA: Natural Resources Programs Fact Sheet

This publication is a summary of the financial, technical and educational assistance available for landowners. More information is available at: www.nrcs.usda.gov. The fact sheet is available online at: <http://www.nrcs.usda.gov/news/factsheets/>

Conservation Planning—You and Your Land

Program Aid Number 1376

Out of print

Conservation planning assistance is available through NRCS. It provides free help through this voluntary participation program. Make copies as needed from the resource manual for your use.

Conservation Technology Information Center (CTIC)

The CTIC is nonprofit organization that provides data and information related to environmentally and economically beneficial natural resource systems. It publishes a newsletter six times a year, and their website is an information resource.

Website: <http://www.ctic.purdue.edu/CTIC/CTIC.html>

Ph: (765) 494-9555

Conservation Directory, 43rd Edition

National Wildlife Foundation

This is a list of organizations, agencies and officials concerned with natural resource use and management. An order form and index of the 2,700 organizations is included in the tool kit. If you need additional information about the catalog, contact Rue Gordon at (703) 790-4468 or gordon@nwf.org.

National Association of Conservation Districts (NACD)

NACD is the national voice of America's 3,000 local conservation districts, which help protect soil, water, forests, wildlife and other resources.

Website: www.nacdnet.org

National Association of State Conservation Agencies (NASCA)

NASCA is a voluntary, nonpartisan organization of state executive agencies responsible for the administration of soil, water, and related natural resource programs.

Website: www.NASCAnet.org

USDA/NRCS Wildlife Habitat Management Institute

PowerPoint Presentations: (CD-Rom)

- Managing CRP Land for Small Game
- Conservation Tillage and Wildlife
- Fish and Wildlife Considerations

Available from Wildlife Habitat Management Institute

Website: <http://www.ms.nrcs.usda.gov/whmi/> (In the search option, enter the title of the CD you are interested in)

100 Webster Circle, Suite 3

Madison, MS 39110

National Wildlife Foundation (NWF)

The NWF has programs that include wildlife community programs and educational training for teachers. They also provide information on wildlife conservation. Their website has a searchable database in addition to wildlife news and information.

Website: www.nwf.org.

Ph: (800) 822-9919.

Trout Unlimited (TU)

TU is an organization that uses an extensive volunteer network to conserve, protect and restore North America's trout and salmon fisheries and their watersheds.

Website: <http://www.tu.org/>

1500 Wilson Blvd., #310

Arlington, VA 22209-2404

Ph: (800) 834-2419

Email: trout@tu.org

Pheasants Forever

Pheasants Forever is a non-profit conservation organization concerned with the decline of the ring neck pheasant population.

Website: <http://www.pheasantsforever.org/>

1783 Buerkle Circle

St. Paul, Minnesota 55110

Ph: 1-877-773-2070 (toll free) or (651) 773-2000

Ducks Unlimited (DU)

DU is a wetland conservation organization concerned about the future of the waterfowl.

Website: <http://www.ducks.org/>

One Waterfowl Way

Memphis, Tennessee, 38120

Ph: 1-800-45DUCKS or (901) 758-3825

Working With Wetlands

NRCS (AIB 672)

This publication presents the role and function of wetlands. It also provides information on the type of technical and financial assistance available to restore, protect and enhance wetlands.

Available by calling, 1-888-LANDCARE

Economic Impacts of Protecting Rivers, Trails and Greenway Corridors: A Resource Book.

Prepared by Rivers, Trails and Conservation Assistance, National Park Service

This publication addresses property values, resident expenditures, commercial uses, agency costs, tourism, corporate relocation and retention, public cost reduction, and benefit estimation. It also includes data appendices and worksheets. Available online at:

http://www.nps.gov/pwro/rtca/econ_index.htm

Hardcopies available by calling, (202) 343-3780.

FishAmerica Foundation

A foundation of the American Sportfishing Association.

FishAmerica is a non-profit conservation-oriented organization that focuses on both fresh and saltwater environments. The foundation's mission is to provide funding for applied fisheries research, and/or for projects that enhance fish populations and water quality.

Their website contains FishAmerica news, grant applications and a list of FishAmerica projects.

Website: <http://www.asafishing.org/content/conservation/fishamerica/>

225 Reinekers Lane, Suite 420

Alexandria, VA 22314

Ph: (703) 519-9691

Fax: (703) 519-1872

Email: info@asafishing.org

Guidance for Soil and Water Conservation Districts in Setting Locally Led Natural Resource Priorities

This guidebook provide information on forming alliances, reaching out to minority farmers, and other related data. Available in the NRCS Social Sciences Institute 2002 Product Catalogue, available online at:

http://www.ssi.nrcs.usda.gov/ssi/B_Stories/4_Misc/SSIProducts2002.pdf.

Available from:

SSI

1550 East Beltline Ave., Suite 245

Grand Rapids, MI 49506

Ph: (616) 942-1503

Email: ssinter2@po.nrcs.usda.gov .

Growing Carbon: A New Crop That Helps Agricultural Producers and the Climate Too

This publication is an information brochure on climate change and the greenhouse effect; affect agriculture in the U.S., and how agriculture reduces greenhouse gas. Available online at: http://www.environmentaldefense.org/documents/492_carbon_brochure.pdf
Hardcopies available by calling, 1-888-LANDCARE

The Farm as a Natural Habitat: Reconnecting Food Systems with Ecosystems

Published by the Minnesota-based Land Stewardship Project

This book provides descriptions of how farmers are making changes in the way they produce food on the land, by finding practical ways to balance food production with the protection of nature and economic viability.

Website: <http://www.landstewardshipproject.org>

Ph: 1-800-828-1302

Naturalize Your Farming System: A Whole-Farm Approach to Managing Pests

SARE

This publication outlines how to use ecological principles to control pests on your farm.

Available online at: www.sare.org/farmpest/index.htm or in PDF at www.sare.org/farmpest/farmpest.pdf.

Hardcopies are available at: (301) 504-6422 or aadeyemi@nal.usda.gov

Ecological Farming Association

Website: <http://www.eco-farm.org/>

406 Main St., Suite 313
Watsonville, CA 95076
Ph: (831) 763-2111
Email: info@eco-farm.org

Ohio Ecological Food & Farm Association (OEFFA)

OEFFA is a grassroots coalition of food producers and consumers that promotes a healthful, ecological, accountable and permanent agriculture in Ohio and elsewhere. They promote research on eco-management systems and techniques and the adoption of alternative technologies where appropriate.

Website: <http://www.oeffa.org>

PO Box 82234

Columbus OH 43202

Ph: 614/421-2022 Fax: 614/421-2011

Email: oeffa@iwaynet.net

Small Scale Small Field Conservation

NRCS publication

This publication presents simple practices and concepts to help solve natural resource problems with a small investment of time and money.

Available from 1-888-LANDCARE

Buffer Notes.

Produced by the National Association of Conservation Districts and NRCS

This is an electronic newsletter that provides information on the use of buffers throughout the U.S.

Available online at: <http://www.nacdnet.org/buffers/02Jun/index.html>.

To subscribe, email: buffers-request@nacdn.net

Buffers—Common Sense Conservation, published for USDA by Farm Progress Companies

This publication is a 4-page information sheet on how buffers work and how when combined with other conservation methods buffers can help eliminate serious water pollution and related environmental problems from farms. Available online at:

<http://www.nrcs.usda.gov/feature/buffers/BufrsPub.html>

Available by calling 1-888-LANDCARE

Buffer Strips: Common Sense Conservation

This publication has information on buffers strips and the buffer program. The online fact sheet also provides links to Buffer Initiative contacts and buffer success stories.

Available online at: <http://www.nhq.nrcs.usda.gov/CCS/Buffers.html#Anchor-Benefits>

Conservation Buffers Work...Economically and Environmentally

NRCS Program Aid 1615 Revised

This publication is a fold out color brochure on the values and uses of buffers. Available online at: <http://www.nrcs.usda.gov/feature/buffers/pdf/BufferBr.pdf>.

Hardcopies available by calling 1-888-LANDCARE

Conservation Buffers to Reduce Pesticide Losses

Published through the joint effort of the Natural Resources Conservation Service, the NWCC, and the US Environmental Protection Agency Office of Pesticide Programs
March 2000

Available online at:

<http://www.wcc.nrcs.usda.gov/water/quality/common/pestmgmt/files/newconbuf.pdf>

Signatures on the Land

Published by the Soil and Water Conservation Society with assistance from USDA
Natural Resources Conservation Service

This publication is designed to help the public understand the importance of our nation's working land.

To order this publication:

Online, http://www.swcs.org/t_pubs_books_Signatures.htm

Soil and Water Conservation Society

7515 NE Ankeny Road

Ankeny, IA 50021 USA

Ph: (515) 289-2331

Fax: (515) 289-1227

Lesson 1: Principles of Environmental Stewardship

By Rick Koelsch, University of Nebraska in cooperation with US EPA, CSREES, ARS, NRCS and Farm*A*Syst.

This publication is part of the Livestock and Poultry Environmental Stewardship Curriculum. The curriculum has lessons arranged in six modules; introduction, animal dietary strategies, manure storage and treatment, land application and nutrient management, outdoor air quality, and related issues. The full curriculum can be ordered from the Mid West Plan Service.

Website: <http://www.mwpshq.org/>

Ph: 800-562-3618

Email: mwps@iastate.edu

Lesson 1 is available online at: <http://pasture.ecn.purdue.edu/~schildre/quiz/lesson01.htm>

Lesson 33: Selecting Land Application Sites

By Ron Sheffield and Pat Murphy in cooperation with US EPA, CSREES, ARS, NRCS and Farm*A*Syst.

This publication is part of the Livestock and Poultry Environmental Stewardship Curriculum. The curriculum has lessons arranged in six modules; introduction, animal dietary strategies, manure storage and treatment, land application and nutrient management, outdoor air quality, and related issues. The full curriculum can be ordered from the Mid West Plan Service.

Website: <http://www.mwpshq.org/>

Ph: 800-562-3618

Email: mwps@iastate.edu

Lesson 33 is available online at:

http://www.lpes.org/Lessons/Lesson33/33_Application_Sites.html

Sonoran Institute

Community Stewardship Exchange

The Sonoran Institute is a nonprofit organization dedicated to promoting community-based strategies that preserve protected lands and meet the economic aspirations of adjoining landowners and communities. The Institute tests different approaches to community based conservation and adapts these approaches based on real experiences.

Website: <http://www.sonoran.org/>

7650 E. Broadway, Suite 203

Tucson, AZ 85710

Ph: (520) 290-0828

Fax: (520) 290-0969

Email: sonoran@sonoran.org

Sustainable Agriculture

NRCS Watershed Science Institute

This brochure discusses sustainable agriculture and the productivity, environmental quality, socioeconomic viability and sustainable characteristics of sustainable agriculture. It also presents four small scale case study summaries.

Available at: (402) 437-5178 ext 43 or saschman@unlserve.unl.edu

Working Landscapes in the Midwest: Creating Sustainable Futures for Agriculture, Forestry and Communities

Conference Proceedings

November 8 – 9 of 2001

Lake Lawn Resort; Delavan, Wisconsin

Available online at:

http://www.forestrycenter.org/library/admin/uploadedfiles/Midwest_Working_Landscape_Conference_2.htm

Source Book of Sustainable Agriculture for Educators, Producers and Other Agricultural Professionals: A Guide to Books, Newsletters, Conference Proceedings, Bulletins, Videos and More.

Sustainable Agricultural Network

This book provides a comprehensive list of 559 different information resources and information on how to obtain them. The book is organized by state, US territory, and country and also provides four pages of websites relating to sustainability.

Cost: \$12.00

Available from:

Website: <http://www.sare.org/htdocs/pubs/>

Ph: (802) 656-0471

Agriculture and Natural Resource Sustainable Agriculture Website

Purdue University

This website provides general information on sustainable agriculture.
<http://www.anr.ces.purdue.edu/anr/sustag.html>

Leopold Center for Sustainable Agriculture

Iowa State University

The Leopold Center is an organization dedicated to developing profitable farming systems that conserve natural resources and working with the Iowa State University Extension and other groups to inform the public of new research findings. The organization has a competitive Grants Program and various education programs.

Website: <http://www.leopold.iastate.edu>

209 Curtis Hall

Iowa State University

Ames, Iowa 50011-1050

Ph: (515) 294-3711

Fax: (515) 294-9696

Email: leocenter@iastate.edu

Sustainable Measures Website

This website develops and provides indicators that measure progress toward a sustainable economy, society and environment.

<http://www.sustainablemeasures.com/>

Landscape Conservation Network

Fostering the Conservation of Functional Landscapes

This network organizes workshops that focus on forest, fire, wetland, and invasive management, and arid lands grazing.

Website: <http://tnc-ecomanagement.org/>

Ph: (352) 392-7006

Email: wfulks@tnc.org

Florida Master Naturalist Program (FMNP)

University of Florida Extensions

This program trains anyone interested in learning more about Florida's environment, seeking educational contact hours, or wishing to increase their knowledge for use in education programs. The FMNP provides courses in three subject areas: freshwater wetlands, coastal systems, and upland habitats.

Website: <http://www.masternaturalist.ifas.ufl.edu/>

Email: gallen@gnv.ifas.ufl.edu

Making USDA Programs Work For You

USDA, NRCS

Information sheets on how USDA farm programs can assist in developing alternative enterprises and agritourism. Four draft case studies are presented.

Available in this resource manual at:

www.nrcs.usda.gov/technical/RESS/altenterprise or the CD described above by calling Jim Maetzold at 202-720-0132 or email at jim.maetzold@usda.gov

Living on a Few Acres

This is a quarterly publication produced by the University of Minnesota, Washington County Extension office that addresses small acres issues and management. For more information, call Robert Olson, 651-430-6800, or email: rolson@extension.umn.edu.

Available online at:

http://www.extension.umn.edu/county/main/master.asp?county_id=84

GreenWorks

GreenWorks, part of the Environmental Fund for Pennsylvania, is an organization that provides information on and grants for environmental conservation and awareness. Their website contains a search feature, an electronic newsletter, information on their grants and programs, the largest collection of environmental videos available online, and an educational page for kids.

Website: <http://www.greenworks.tv>

Ph: 1-800-334-3190 or (215) 545-5880

Email: talktous@greenworks.tv

Greenbook 2003: Caring for the Land

Minnesota Department of Agriculture

This publication, updated annually, provides information on how farmers are adopting energy and sustainable agriculture alternative enterprises. The publication includes stories about how people are applying alternative sustainable enterprises.

Available online at: <http://www.mda.state.mn.us/ESAP/Greenbook1999/gb99cont.htm>

Hardcopies available from:

Ph: (651) 215-0367

Email: Alison.Fish@state.mn.us

Sustainable Agriculture: Sustainability Technical Note 1

USDA/NRCS

Presents a few basic concepts to better understand the topic, related philosophies and practices.

Available on line at

www.wsi.nrcs.usda.gov or

call Stephanie Aschmann

402-437-5178

Conservation Corridor Planning at the Landscape Level: Part 190 National Biology Handbook

USDA/NRCS

Handbook is developed to help understand the impact of the changing landscape and assist in improving wildlife habitat.

Available by contacting the nearest NRCS Office or available online at

www.nrcs.usda.gov

A Comprehensive Review of Farm Bill Contributions to Wildlife Conservation

USDA/NRCS Wildlife Habitat Management Institute

A comprehensive review of the scientific literature was undertaken to determine wildlife responses to programs established under the conservation title of the farm bills 1985, 1990 and 1996.

Available by contacting

www.whmi.nrcs.usda.gov

Chapter IV: Rural Tourism Development

Note: It is important to review the resource material in Chapter V: Agritourism; Chapter VI: Nature Tourism and Chapter VII: Heritage and Cultural Tourism because some of the material is not repeated in every chapter. Also, contact the local Extension Office and Visitor's Bureau to locate contacts at the local and state level.

Tourism: Putting the Pieces Together

Tourism Policy Council in conjunction with the National Performance Review.

This publication provides background to the White House Conference on Travel and Tourism. It presents information on the tourism industry, promotion, barriers, environment, safety and the future development strategy.

Available from James A. Maetzold at (202) 720-2307 or jim.maetzold@usda.gov

Stories Across America: Opportunities for Rural Tourism

National Trust for Historic Preservation and the American Express Company

This publication includes the stories of rural regions and small communities that have developed successful tourism programs. It is designed like a guide book listing the names and phone numbers of the people that were involved in developing these success stories.

Available at www.nal.usda.gov/ric/ricpubs/stories.htm or contacting Jim Maetzold at 202-720-2307 or jim.maetzold@usda.gov for a 4-color copy.

The Craft Heritage Trails of Western North Carolina: Back roads and scenic byways to some of the most beautiful handmade objects in the world.

Published by HandMade in America

This is a 120- page guidebook to studios, galleries, restaurants and historic inns in western NC. More information and copies of the publication area available from HandMade in America

Website: www.wnccrafts.org

Becky Anderson

P.O. Box 2089

Asheville, NC, 28802

Ph: (828) 252-0121

Forming a Recreation or Tourism Association in New York State

Sea Grant Tourism February 1991

Cornell University and State University of New York

By Diane M. Kuehn

This report offers advice to interested parties about the process of becoming a not for profit or incorporated tourism association in New York State.

Available from: New York Sea Grant, Swetman Hall, SUNY College of Oswego, Oswego, NY 13126 or calling Diane Kuhen 315-470-6561 or email dmkuehn@esf.edu

Tourism Futures: Looking Out to 2020

Presented by Dr. Suzanne Cook, TIA

Dr. Cook discusses the changing trends and views of tourists in the U.S.

Available by calling (202) 408-8422 or email scook@tia.org

Trends 2000: 5th Outdoor Recreation and Tourism Trends Symposium, Shaping the Future

The 350 participants' names, telephone numbers, emails, and web sites of the various universities and research units are posted on the symposium's website. The website also provides the symposium proceedings. Available online at: For a list of speakers, abstracts, and participants attending, go to: www.prr.msu.edu/trends2000

Tourism Development

Rural Information Center (Publication Series-OB 95-19)

NAL, USDA

This publication is a 45-page list of publications, books, and articles on tourism development. It is available from the National Agriculture Library, or by calling 1-800-633-7701 or email ric@nalusda.gov

Opening the Door to Tourism

Video, Minnesota Extension Service

In this video rural city mayor and business operators discuss various aspects of tourism.

Available from Tourism Center at www.extwnsion.umn.edu or loan from James A.

Maetzold at (202) 720-2307 or email jim.maetzold@usda.gov

Tourism and Retail Development: Attracting Tourists to Local Businesses

University of Wisconsin Extension

Center for Community Economic Development

By Bill Ryan, Jim Bloms, Jim Hovland, and David Scheler

Available online at:

<http://cf.uwex.edu/ces/pubs/pdf/G3713.PDF>

Tourism Development: Your Place in Serving the Visitor

By John S. Baxter

University of Kentucky Cooperative Extension Service (1985)

This publication offers advice on how to make the visitor of your tourism facility feel welcome.

Available online at: www.msue.msu.edu/imp/modtd/33000130.html

Tourism USA: Guidelines for Tourism Development

University of Missouri, Department of Parks, Recreation and Tourism, University Extension

This 214-page publication addresses appraising tourism potential, planning for tourism, assessing products and markets, and marketing tourism. Worksheets are included to facilitate development of a plan. (out of print)

Available by calling James A. Maetzold at (202) 720-2307 or email at jim.maetzold@usda.gov

Turn It Around with Tourism

Video, Minnesota Extension Service

In this video, experts discuss various aspects of tourism development. Some of the points covered include—quality of the experience, benefits to the community, management of the resource, and care values of people in the community.

Available from Tourism Center at www.tourism.umn.edu

Q&A About Rural Tourism Development

This book is a compilation of questions generated by a national teleconference on rural tourism development. Over 100 questions were raised and 60 experts assisted in preparing answers to these questions which are presented in this book.

Available using the included order form or online at:

www.extension.umn.edu/distribution/resourcesandtourism/DB6184.html

Promoting Tourism in Rural Areas

Rural Information Center (Publication Series No. 60)

April 1998

National Agricultural Library

Beltsville, MD 20705

Promoting Tourism is composed of bibliographic citations with annotations, contact lists of individuals, organizations, and agencies that focus their efforts on tourism and rural development. A list of selected journals pertinent to the topic is included.

Available electronically at www.nal.usda.gov/ric/ricpubs/ricpubs.htm

Hardcopies available from: 800-633-7701 or (301) 504-5372

National Online Resources for Rural Tourism

This list of online resources of rural tourism is included in the toolkit.

Organizing Resources for Rural Tourism Development: The Importance of Leadership, Planning, and Technical Assistance

Patrick T. Long and Jonelle S. Nuckolls

Journal of Tourism Recreation Research 19, no. 2 (1994) pp 19-34

Discover America: Tourism and the Environment: A Guide to Challenges and Opportunities for Travel Industry Businesses

Commissioned by Discover America Implementation Task Force.
Published by Travel Industry Association of America
Available by contacting www.tia.org

Rural Tourism Handbook: Selected Case studies and Development Guide

U.S. Department of Commerce, USTTA

Out of print but copies are available from James A. Maetzold at (202) 720-2307 or email jim.maetzold@usda.gov

Rural Tourism Development Case Studies

Videocassette

Item#: VH-05667

University of Minnesota Extension Service

Available by calling 612-625-8173

Tourism and Its Significance in Local Development

By Phil Alexander

Michigan State University (1986)

ID: E1937

This paper discusses points about benefits and effects of tourism on a community. It contains a list of resources-people and publications-useful in tourism development.

Available online at: www.msue.msu.edu/imp/modtd/33500046.html

Community Tourism Assessment Handbook

Western Rural Development Center, Oregon State University, 1996

Edited by Jane L. Brass

NAL Call No. G155 U6C65 1994

This assessment book is a nine step guide to determining whether tourism development is right for your community.

Available at: <http://extension.usu.edu/wrdc/ctah/> or by calling 435-797-9732.

Community Tourism Development: A new manual about building tourism in communities

Published by the Tourism Center of the University of Minnesota Extension Service
(2001)

ISBN 1888440155

This manual was developed with information collected from case studies in 197 rural communities engaged in tourism development. It is designed to help community groups expand their knowledge and skills in community tourism development.

Available from the University of Minnesota Extension Service Distribution Center

405 Coffey Hall

1420 Eckles Avenue

St Paul, MN 55108-6068

Ph: (800) 876-8636

Email: order@extension.umn.edu

Community Development Strategies for Tourism: An Assessment Tool

By N. R. Sumathi and Geoffrey Wendorf

University of Wisconsin (1995)

ID: G 3645

This publication offers a checklist of factors that should be considered when deciding whether to embark on a tourism development campaign.

Available online at: www.msue.msu.edu/imp/modtd/33508252.html

Planning for Tourism: A Guide for Vermont Communities

By Robert Manning, School of Natural Resources, University of Vermont

This publication covers planning and environmental and economic impacts of tourism. It also provides sample surveys for stakeholders.

Available by calling (802) 656-3131

Tourism Planning

By: Daniel J. Stynes and Cynthia O'Halloran

Michigan State University (October 1987)

Extension Bulletin E-2004

This article discusses the community's role in tourism planning.

Available online at: www.msue.msu.edu/imp/modtd/33000005.html

Enhancing Kansas Communities through Tourism

By Kenneth Albright

ID: L839 (1991)

Paper discusses the role of communities, government and business in developing rural tourism and its role in rural development.

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33520067.html>

Cost Benefit Analysis: Local Tourism Development

By George Goldman, Anthony Nakazawa, and David Taylor

Western Rural Development Center

ID: WREP 147

Available online at: www.msue.msu.edu/imp/modtd/33510407.html

Building Gateway Partnerships: A Process for Shaping the Future of Your Community

By Sue Abbott

Rivers, Trails, and Conservation Assistance, National Park Service

A workbook developed to help communities shape and develop information for local decision making. The focus is on gateways to Federal lands and parks, but the process can apply to any location.

Available from:

National Park Service

909 First Avenue

Seattle, Washington 98104

Ph: (206) 220-4122.

Community Guide to Planning and Managing a Scenic Byway

USDOT/FHA

It lists the steps to be taken in developing a scenic highway. A very well prepared publication.

Available at

The National Scenic Byways Clearinghouse

1440 New York Ave, NW, Suite 202

Washington, DC 20005

Ph: 800-4byways.

Economic Impact of Visitors to Your Community

By George Goldman, Anthony Nakazawa, and David Taylor

Western Rural Development Center

ID: WREP 144

Available online at: www.msue.msu.edu/imp/modtd/33510408.html

Measuring Tourism Impacts at the Community Level

By Stephen Reiling (Editor)

Maine Agricultural Experiment Station (1992)

ID: Miscellaneous Report 374

Available online at: www.msue.msu.edu/imp/modtd/33519758.html

The Impacts of Tourism

By Glenn Kreag

Sea Grant Minnesota

Study analyzed seven different areas that tourism impacts from economic to community attitude.

Available by

Minnesota Sea Grant

2305 E Fifth Street

Duluth, MN 55812

Ph: 218-726-8106

Email: seagr@d.umn.edu

Inventorying Existing and Potential Tourism Attractions

By Michael Hedges

Arkansas State University (1991)

ID: FSCDJ17

Available online at: www.msue.msu.edu/imp/modtd/33529773.html

Oh Say Can You See: Visual Assessment Tool Kit for Communities

Scenic America

This publication is designed to help you assess the appearance of your community and decide what to do to improve it.

Available online at: www.scenic.org by clicking on “publications.”

Hardcopies available by calling, (202) 543-6200

Aesthetics, Community Character and the Law

By Christopher J. Duerksen and Matthew R. Goebel
American Planning Association, Planners Press (July 2000)
ISBN: 0884829341

This book helps land use planners and citizens understand the law of aesthetics and the legal tools available to help their communities maintain their special features and sense of place. This book is available from the publisher as well as from other common booksellers.

Developing an Interpretive Guide for Your Community

Sea Grant, Coastal Tourism Fact Sheet November 1992
Cornell Cooperative Extension and State University of New York
By Diane Kuehn

This fact sheet is designed to guide communities through the development of an easy to understand, imaginative, and entertaining publication based on their historical, natural, cultural, or recreational resources.

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33710094.html>

Developing Interpretive Signs for Visitors

Sea Grant Tourism February 1993
Cornell University and State University of New York
By Diane M. Kuehn

This report helps communities through the process of developing an interpretive sign program. Also, it can be applied to local agritourism businesses.

Available by calling 315-341-3041.

National Association for Interpretation (NAI)

NAI exists to foster excellence in interpretation and support the interpretative profession. Interpreters ensure proper communication to people visiting a farm or rural community.

Website: <http://www.interpnet.com>

528 South Howes
Fort Collins, CO 80521
Ph: 303-491-6434

Roadside Signs

By Claron Burnett
University of Wisconsin Cooperative Extension Service
33.71

Available online at: www.msue.msu.edu/imp/modtd/33719793.html

Signs That Sell

Frederick H. Rice
University of Wisconsin

This publication discusses signs as an important marketing tool.

Available online at: www.msue.msu.edu/imp/modtd/33719792.html

Information and Traveler Decision Making

By Maureen McDonough and Gary Ackert

Michigan State University (1986)

ID: E1940

This publication discusses information systems and their role in the tourism industry.

Available online at: www.msue.msu.edu/imp/modtd/33710085.html

Managing Tourism Information Systems

By Maureen McDonough and Gary Ackert

Michigan State University (1986)

ID: E1938

This publication discusses how to manage information systems and make them work for you.

Available online at: www.msue.msu.edu/imp/modtd/33710084.html

Site Development Process

Prepared by Gaylan A. Rasmussen,

Michigan State University Cooperative Extension Service (November 1978)

Extension Bulletin E-1252

This publication identifies and discusses the steps involved in developing a site.

Available online at: www.msue.msu.edu/imp/modtd/33509756.html

Tourism: Greeting the Guest

By Tom Quinn

Michigan State University (January 1986)

Extension Bulletin E-1381

This publication discusses the human relations aspect of tourism.

Available online at: www.msue.msu.edu/imp/modtd/33200016.html

Courtesy is Contagious

By Chad Dawson (1988)

A great 12-page publication of Do's and Don'ts.

Michigan State University E-2064

Purdue University - HE197

Minnesota - CDF03271

Available online at: www.msue.msu.edu/imp/modtd/33200015.html

Face to Face: Tourism Hospitality Training

University of Arkansas Cooperative Extension Service

AG-128-01-93

By Michael A. Hedges, Kay Kilgore, and Jennifer Roberts

Available online at: www.msue.msu.edu/imp/modtd/33200131.html

First and Lasting Impressions

By Mary E. Mennes and Alice F. Kempen

University of Wisconsin (1975)

C2739

This publication provides a checklist of things that most customers like and expect.

Available online at: www.msue.msu.edu/imp/modtd/33209403.html

Discover America: Tourism and the Environment

Travel Industry Association of America (TIA)

This is a guide that takes into account the challenges and opportunities of a travel industry business. The purpose is to provide insights, motivation, and practical guidance in a balance of responsibilities to the environment, financial health, and traveler satisfaction.

Available online at: www.tia.org.

Hardcopies available by calling (202) 408-8422

Planning the Hospitality Program

By Glenn Weaver

University of Missouri

ID: H003

Available online at: www.msue.msu.edu/imp/modtd/33209724.html

Sustainable Tourism: Putting the Pieces Together

NCSU Extension Service

This publication is a workbook designed for extension educators and other group leaders. It contains information on business planning and management, fact sheets, and local survey results. For information on this agritourism effort, contact Lanny Hass at 919-513-0479.

Pricing Tourism Products and Services

By Donald Holecek

Michigan State University (1987)

Available online at: www.msue.msu.edu/imp/modtd/33740097.html

Litter Control in a Tourist Area: Methods and Costs

By John Kuehn, Bob McGill, and Don Thacker

Missouri (1979)

ID: 1935

Available online at: www.msue.msu.edu/imp/modtd/33800103.html

Rural Tourism: an Annotated Bibliography

By Dennis M. Brown

This bibliography summarizes studies on rural tourism. It includes studies on heritage tourism, nature-based tourism, agritourism, the economic effects of tourism, and tourism planning and development.

Available online at: <http://www.nal.usda.gov/ric/ricpubs/ricpubs.htm>

Tourism Matters: Serving the Tourism Industry of Michigan

A quarterly newsletter addressing all aspects of tourism and rural tourism. Presents survey results and suggested surveys to assess tourism in your community.

Online at www.tourism.msu.edu

Subscribe at www.msue.msu.edu/stjoseph and click on “Com&Econ Development”

Or call Sally Carpenter 269-467-5522 or email carpents@msue.msu.edu

Rural Matters

Free magazine that provides excellent case studies on addressing rural needs.

Subscribe at:

<http://rural-matters.org>

Creating Vibrant Communities and Economies in Rural America.

SRDC, prepared by BO Beaulieu

It paints a portrait of a rural economy that has undergone tremendous change in the past three to four decades.

Online at www.srdc.msstate.edu/hot/hot.htm

Books on hospitality, tourism and leisure management.

www.processrequest.com/apps/redir.asp

Festival Management Course

www.edo.umn.edu and click courses and click tourism or contact

Kent Gustafson 612-625-8274

Prairie Festival XXV

An example of a long running festival.

www.landinstitute.org

2002 National Extension Tourism Conference Proceedings

More than 100 extension researchers, field agents and administrators engaged in tourism attended the 2002 conference. Papers and abstracts that addressed changes that affect the travel and tourism industries.

Available online at: www.ag.iastate.edu/centers/rdev/net2002.index.html

SOME WEBSITES

Community Tourism Information, Resources and Websites

“The Community Development Toolbox,” Illinois Tourism Network, and “Developing Tourism in Your Community,” can be found online at

www.rpts.tamu.edu/tce/comm&tourdev.htm

Travel and Tourism Research Association

The International Association of Travel Research and Marketing Professionals

Website offers access to a searchable database by research topic, as well as easy links to updated association and industry information. It also includes a list of tourism professionals who are members.

www.ttra.com

Ph: 208-429-9511

Business Enterprises for Sustainable Travel (BEST) 2001 Update

This publication contains articles related to sustainable travel. Some examples are: Stimulation Demand for Sustainable Travel and Tourism Among the Industry's Customers: Educating the Consumer and Key Pursuits: Encouraging the Adoption of Sustainable Practices within the Travel and Tourism Industry

The publication is available online at:

<http://www.sustainabletravel.org/press/update2001.pdf>

Business Enterprises for Sustainable Travel (BEST)

BEST works to serve as a leading source of knowledge on innovative travel industry practices that advance community, business, and travelers' interests.

Website: <http://www.sustainabletravel.org>

Email: michael.seltzer@conference-board.org

National Tourism Foundation Website

<http://www.ntfonline.com/>

Travel Industry Association of America (TIA)

TIA is a non-profit association that serves as the unifying organization for all components of the U.S. travel industry. All state tourism bureaus and most county visitor and convention bureaus are members of TIA and can be located through the web site. Any farmer, rancher or business involved in tourism, who is a member, is located on the web site.

Website: www.tia.org.

Ph: (202) 408-8422

National Tour Association Website

<http://www.ntaonline.com/>

Tourism Resources Website

Rural Information Center

This website provides information on funding programs for tourism, in addition to tourism data and contacts and various links to other tourism resources and publications.

<http://www.nal.usda.gov/ric/ruralres/tourism.htm>

Travel and Tourism Resource Association

Website: <http://www.ttra.com/>

Tourism Research Links by René Walsberg

<http://www.walsberg.com/>

Minnesota Tourism Center

UMN Extension Service

The Minnesota Tourism Center offers programs and assistance in tourism, business, rural tourism development, and festivals and events management. It has a variety of publications, videos, reference materials and educational information.

Website: www.tourism.umn.edu.

Ph: (612) 624-4947

Michigan State University Extension's Tourism Area of Expertise Team

Website: <http://www.tourism.msu.edu>

Michigan State University

172 Natural Resources Bldg.

East Lansing, MI 48824-1222

Ph: 517-353-0793

Tourism Educational Materials Website

This website contains a database that provides an inventory of Extension resource materials related to tourism education

<http://www.msue.msu.edu/msue/imp/modtd/mastertd.html>

North Carolina Tourism Resources in Education and Development

This website provides various different resources concerning North Carolina state-wide and national tourism. It includes information on tourism research, hospitality education, funding opportunities, and specifically agritourism.

<http://www.nctourismresources.net/sustainable.htm>

Vermont Tourism Data Center

Website: <http://snr.uvm.edu/vt/dc/>

219B George d. Alken Center

University of Vermont

Burlington, VT 05405

Ph: (802) 656-0623

Louisiana Tourism Data Resources

<http://www.latour.lsu.edu/>

Compilation of Extension Tourism Faculty by state available at:

<http://www.montana.edu/wwwcomm/faculty.htm>

See America Website

This website contains a searchable database of all websites related to US travel.

<http://www.seeamerica.org>

Scenic America

Scenic America is a national organization dedicated to protecting natural beauty and distinctive community character. Their website provides information on the organization and its efforts. It also provides general information on community and highway design, scenic byways, tree conservation, view protection, and other scenic issues.

Website: <http://www.scenic.org/>

801 Pennsylvania Ave. SE

Suite 300

Washington, DC 20003

Ph: (202)543-6200

Western States Tourism Policy Council (WSTPC)

The WSTPC is an organization that serves as a forum to identify, research, analyze, and advocate the travel and tourism related issues of public policy and opinion in the Western United States. Their website provides success stories, publications and research, and information on their conferences and other activities.

Website: www.wstpc.org

www.tourismandmore.com

A web site that carries tidbits of information, conference schedules and training course information. For more information contact:

Peter Tarlow

1218 Merry Oakes

College Station, TX 77840

Ph: 979-764-8402

<http://hidalgo.geo.swt.edu/nht> and click on "Other Tourism Resources" you will find some links. The <http://hidalgo.geo.swt.edu/nht/Pertbook.htm> is a direct link to some farm and ranch tourism sites.

www.rptsweb.tamu.edu/tce/index.htm

www.Recreation.gov

Your one stop resource for recreation information on all Federal Lands. Your gateway to America's national parks, public lands, forests, lakes, wildlife refuges, and historic and cultural sites.

Chapter V: Agritourism

Note: It is important to review the resource material in Chapter IV: Tourism Development; Chapter VI: Nature Tourism; Chapter VII: Heritage and Cultural Tourism because some of the material is not repeated in every chapter. Also, contact the local Extension Office and Visitor's Bureau to locate contacts at the local and state level.

Alternative Enterprises—For Higher Profits, Healthier Land

USDA/NRCS

Fact sheet lists over 100 ideas.

Available from 1-888-LANDCARE or www.nrcs.usda.gov/technical/RESS/altenterprise

Reproduce as needed.

Entertainment Farming and Agri-Tourism

Appropriate Technology Transfer for Rural Areas

This publication contains information on agritourism and provides a list of agritourism resources.

Available online at: <http://www.attra.org/attra-pub/entertainment.html> or call

800-346-9140

Agricultural Tourism Fact Sheets

University of California Small Farm Center

Agritourism home page and “What is Agritourism?” fact sheet included.

Available at: <http://www.sfc.ucdavis.edu/agritourism/factsheets.html>

Phone 530-752-7774

Stories Across America: Opportunities for Rural Tourism

National Trust for Historic Preservation and the American Express Company

This publication includes the stories of rural regions and small communities that have developed successful tourism programs. It is designed like a guide book listing the names and phone numbers of the people that were involved in developing these success stories. See Pages 22-27, New Growth Industry: Agritourism in Minnesota.

Available at www.nal.usda.gov/ric/ricpubs/stories.htm or contacting Jim Maetzold at 202-720-2307 or jim.maetzold@usda.gov for a 4-color copy.

Agritourism in New York State: Opportunities and Challenges in Farm-Based Recreation and Hospitality

Duncan Hilchey

Farming Alternatives Program, Cornell University

This publication provides a realistic look at some of the important concerns of agritourism and includes information on the economics of agritourism operations.

Available by calling (607) 255-9832 or visit the web at www.cfap.org

Agritourism in NY: Management and Operations

Diane Kuehn and Duncan Hilchey

New York Sea Grant

Fact sheet reports result of a state-wide survey showing business types, management and operations, insurance and liability and future business concerns.

Available at: <http://cce.cornell.edu/seagrants/tourism/agmtfs.pdf> or by calling 315-312-3042

Agriculture Tourism in Cochise County, Arizona

By Julie Leones, Douglas Dunn, Marshall Worden, and Robert E. Call
194027 (June 1994)

Available online at: www.msue.msu.edu/msue/imp/modtd/33839801.html

Farm Tourism: A Strategy for Diversification

By Evans N and Ibery B.

Published: December 2001

ISBN: 0851994601

Farm-Based Tourism

By Bob Townsend

University of Vermont (Extension System)

Available online at: www.msue.msu.edu/msue/imp/modtd/33830523.html

Considerations for Agritourism Development

Diane Kuehn, et al

Sea Grant NY, Cornell University

This publication discusses agritourism businesses, farmers' markets, farm festivals and regional agritourism planning and provides a good reference list.

Available online at: <http://cce.cornell.edu/seagrnt/tourism/wwwagrifs.pdf>

Hardcopies available from Diane Kuehn at (315) 470-6561 or dkuehn@esf.edu.

Agritourism: Points to Consider

Cornell Cooperative Extension

This publication is a brief introduction to what should be considered when starting an agritourism business.

Available online at: www.msue.msu.edu/msue/imp/modtd/33831715.html

Everything You Want to Know and More, But Were Afraid to Ask

Nancy Robbins (1998)

This is a 30 minute videotape that profiles a year of events at a recreational farm. The videotape also offers tips on what to do and what to avoid.

Cost: \$49.95

Available from:

Nancy Robbins

Route 2, N. Harbor Road

Sackets Harbor, NY 13685

Ph: (315) 583-5737

Agritourism Resource Packet

Farming Alternatives Program, Cornell University

This resource packet contains materials used in the 1996 and 1997 Farming for the Future Leadership workshops. Available by calling (607) 255-9832 visit the web at www.cfap.org.

Farm Holidays and Ranch Vacations

Rural Information Center (Publication Series, No.39)

NAL, USDA

This is a 15-page list of articles and books on getting started in agritourism.

Available from the National Agricultural Library or by calling 1-800-633-7701

Mazemaker

This company designs and builds mazes all over the world. Their website has pictures of some of the mazes they have built.

Website: <http://www.mazemaker.com/>

US Ph: (702) 733-7722

Email: adrian@mazemaker.com

The MAiZ

This is the world's largest cornfield maze company. Their website provides information on the company's educational program, Planting Seeds of Knowledge, and information on how to build your own maze.

Website: <http://www.cornfieldmaze.com/>

2361 S. Goodnight Dr.

Springville, UT 84663

Email: ktmaize@aol.com

Economic Impacts of Farm & Ranch Recreation in Oregon

Prepared for: Oregon Tourism Commission and Oregon Department of Agriculture
October 1996

Prepared by: Dean Runyan Associates

For more information:

815 SW Second Avenue, Suite 620

Portland, Oregon 97204

Ph: (503) 226- 2973

Farms, Gardens & Countryside Trails of Western North Carolina

By Jan J. Love

Published by HandMade in America, Inc.

This is a tourism guidebook to the back roads, scenic byways, farms, gardens, orchards, etc of Western North Carolina.

Copies may be obtained by calling:

HandMade in America at 1-800-331-4154

Eagle Mills Cider Co.

Eagle Mills is a water powered cider mill that is open to tourists. They offer tourists the opportunity to pan for gem stones, and enjoy fresh apple cider and other sweets from their country bakery.

Website: <http://www.eaglemillsfun.com>

Craig Boyko

Eagle Mills Cider Co.

PO Box 788
Broadalbin, NY 12025
Ph: (518) 883-8700
Email: CiderMill@eaglemillsfun.com

This Old Farm: Fifty Acres of History and Future

This is an agritourism business in Brainerd Minnesota. This Old Farm includes the Birch Ridge Museum, a corn and paintball maze, a grower's market and various special events.
Website: <http://www.thisoldfarm.net/>

Belvedere Plantation

The Belvedere Plantation is a sustainable biological/organic farm. Their business includes pick-your-own strawberries, The Great Pumpkin Patch, educational programs for school, and the Great Adventure Maze (a cornfield maze). Their website provides information about all their businesses.

Website: <http://www.belvedereplantation.com>

1601 Belvedere Dr.

Fredericksburg, VA 22408

Ph: 1-800-641-1212 or (540) 371-8494

Email: belvederefarm@aol.com

10th Annual Country Living Field Day

The largest small farm educational program in the US! For details, visit the field day website at:

<http://carroll.osu.edu/countryliving.com>

Vermont Farms! Association

This is an example of an association of farmers that are involved in alternative enterprises and agritourism. **The Vermont Farms! Association** was founded in 1998 to provide educational opportunities about agriculture to the public. One of the major goals of the association is to sustain and further develop the working landscape that characterizes Vermont. It is a directory of products and events on farms.

Website: <http://vtfarms.org>

Ph: 877-VTFARMS

Town and Country Bed and Breakfast: Supplemental Income for Wyoming Families

By Susan J. Rottman and Jeff Powell

This publication addresses opening a business, facilities, guest relations, business management and marketing. It is available as the sixth chapter in the Farm and Ranch Recreation Handbook by S. Rottman and J. Powell. Online at:

http://uwadmnweb.uwyo.edu/RanchRecr/handbook/table_of_contents.htm

Bed & Breakfast: Is it the Right Business for You?

Missouri Cooperative Extension Service, University of Missouri and Lincoln University

This workbook should assist homeowners and other entrepreneurs in assessing their potential for opening and operating a Bed and Breakfast. It has a good reference list of publications and authors. A video is also available.
Available by calling 1-800-292-0969

Start and Run a Profitable Bed and Breakfast: Your Step-by-step Business Plan

Monica Taylor and Richard Taylor

Published by: Self Counsel Press (1992)

ISBN: 0889089892

This book discusses topics that include finances, business licenses and inspections, customer service, and advertising for bed and breakfasts. It takes into account the good and bad aspects of running a bed and breakfast. This book is available from the publisher as well as from other common booksellers.

So – You Want to be an Innkeeper: The Complete Guide to Operating a Successful Bed and Breakfast Inn

By Mary E. Davies, Pat Hardy, JoAnn M. Bell, and Susan Brown

Published by: Chronicle Books

ISBN: 0877017212

Recommended by the American Bed and Breakfast Association and the Professional Association of Innkeepers International, this book contains savvy insider information on how to start, operate, and promote a successful bed and breakfast. This book is available from the publisher as well as from other common booksellers.

Starting a Bed and Breakfast

Edward L. Smith and Ann K. Smith

Morgantown W. Va.: Extension Service, West Virginia University, 1993

RD No. 767

NAL Call No. HN79.W43C67

This publication is designed for those people interested in starting a bed and breakfast. It takes into account amenities, complying with the law (zoning, permits, licenses and registration), business organization and finances, and hospitality management. More information and an abstract of all the chapters are available at:

<http://www.msue.msu.edu/msue/imp/modtd/33420037.html>

Ph: 517-355-2308

Fax: 517-355-6473

Email: msue@msue.msu.edu

Beginning a Bed and Breakfast in South Carolina: Guidelines for Development

This is a 75-page publication on how to develop, organize, administer, operate and promote a B&B. Several SC B&B's are noted in the publication. It has worksheets and checklists to help you with your planning. For more information, contact Developing Naturally, Strom Thurmond Institute of Government & Public Affairs

Website: <http://www.strom.clemson.edu/publications/Potts/bb/>

Perimeter Road
Clemson, SC 29634
Ph: (864) 656-0372

Bed and Breakfast Worksheets: a collection of resources for aspiring innkeepers

By Eleanor Ames

This publication provides worksheets on being a good host, developing a business plan, family considerations, food service, rules and regulations, making a good impression, marketing issues, starting a bed and breakfast, start up costs, and zoning.

Available online at: <http://bandb.about.com/library/aspire/blwk-index.htm>

Professional Association of Innkeepers International:

A two-page flyer about the benefits of being a member even if you not an innkeeper.

Website: <http://www.paii.org>

PO Box 90710

Santa Barbara, California 93190

Ph: (805) 569-1853

Email: jmb@paii.org

The Innkeeper's Library

This book catalog offers a variety of books on the topic of inn keeping.

PAII

PO Box 90710

Santa Barbara, CA 93190

Ph: (805) 569-1853

Ten Questions to Ask Yourself in Considering Innkeeping as a Profession

Professional Association of Innkeepers

Ten questions experienced innkeepers recommend one should ask yourself.

Available at www.nrcs.usda.gov/technical/RESS/altenterprise and click on resource manual Chapter V.

The 10 or 12 Best Resources: to guide you to success as an Innkeeper

Professional Association of Innkeepers

The guide presents a list of books and consultants to available for innkeeping assistance.

Available at www.nrcs.usda.gov/technical/RESS/altenterprise and click on resource manual Chapter V.

Establishing the Ambiance in a Bed and Breakfast or Farm Vacation Home

By Alexander, Harold

University of Minnesota (1987)

ID: He-FO-3219

Available online at: www.msue.msu.edu/msue/imp/modtd/33420034.html

Low Cost Home Business or Resort Furnishings

By Harold Alexander
University of Minnesota (1988)
ID: HE-FO-3366
Available online at: www.msue.msu.edu/imp/modtd/33400021.html

Resort Interiors

By Harold Alexander
University of Minnesota (1988)
ID: CD-FO-3630
Available online at: www.msue.msu.edu/imp/modtd/33400020.html

New York's 1993 Bed and Breakfast and Inn Industry

Sea Grant Tourism January 1995
Cornell Cooperative Extension and State University of New York
By Diane M. Kuehn
This study identifies the status of New York's B&B's and inns in 1993. It reports marketing, promotion, and business management information based on a survey of innkeepers.
Available from
Diane Kuehn
Phone: 315-470-6561
Email: dmkuehn@esf.edu

A Profile of South Carolina's Bed and Breakfast Industry

By Thomas Potts and Carole Amos
Clemson University
Available online at: www.msue.msu.edu/msue/imp/modtd/33420040.html

A Profile of Minnesota's Bed and Breakfast Industry-1988 (Research Summaries)

By Barbara A. Koth
University of Minnesota (1989)
ID: CD-FO-3808
Available online at: www.msue.msu.edu/msue/imp/modtd/33420029.html

The Minnesota Bed and Breakfast Market: Guest Profile

By Barbara Koth and Norman, William
University of Minnesota State Extension (1989)
ID: CD-FO-3843
Available online at: www.msue.msu.edu/msue/imp/modtd/33420025.html

Bed and Breakfast Zoning: A Guide to Regulations

By Jim Huss, N. Brown, S. Huntington, and C. Ouverson
Iowa (1990)
ID: NCR358
Available online at: www.msue.msu.edu/msue/imp/modtd/33420043.html

Arrington's Bed & Breakfast Journal

This magazine is geared for the bed & breakfast, country inn, innkeeper, and aspiring owner. It is published every month and provides information that is readily applicable to daily inn operations and issues.

Website: <http://www.bnbjournal.com/>

214 W. Texas, Suite 400

Midland, Texas 79701

Ph: (915) 684-6800

Fax: (915) 684-5374

Email: Stephanie@bnbjournal.com

BedandBreakfast.com

This website provides information on over 27,000 bed and breakfast inns worldwide, contains a search engine, a listing of inns that are for sale and a newsletter.

<http://www.bedandbreakfast.com/>

Bed & Breakfast: Inns and Ranches of Wyoming

Wyoming Homestay and Outdoor Adventure Guide

This website provides a listing of Wyoming inns and ranches.

<http://www.wyomingbnb-ranchrec.com/>

Our Heritage Bed and Breakfast

This is a Bed and Breakfast operation in Crawford Nebraska. Activities available to visitors include fishing, hunting and fossil hunting.

Website: <http://www.bbc.net/ohbedandbreakfast/>

Ph: (308) 665-2810 or (308) 665-1613

E-Mail: jnkolling@bbc.net

The Pizza Farm

Darren Schmall

This is an example of how an idea has turned into an education program. The pizza is used to teach children and adults about how and where their food is produced.

Available at

pizzafarmer@psnw.com

www.pizzafarm.org

1-800-557-1222

Sustaining Western Rural Landscapes, Lifestyles, and Livelihood: West-Wide Conference, Sheridan, Wyoming, 2002 Proceedings

Proceeding contains presentations on hunting, leases, habitat management, watchable wildlife, insurance, and value-added livestock enterprises. See Chapter VI for lists of topics and speakers

Available from

Boyd Byelich

USDA/NRCS

8416 Hildreth Road

Cheyenne, Rd. WY 82009
Email boyd.byelich@wy.usda.gov or call 307-772-2015

Future Farms 2002, A Supermarket of Ideas Conference and Trade Show

Kerr Center for Sustainable Agriculture

Proceedings contain information on agritourism, high value crops and livestock, business and finance tips, direct marketing ideas, food businesses, leases for wind, mineral and hunting, cooperatives, organics and value-added agriculture.

Available from

Kerr Center For Sustainable Agriculture

PO Box 588

Poteau, OK 74953

Call 918-647-9123 or www.kerrcenter.com

Websites

See end of Chapter I for a list of websites or Chapter XXIX.

www.cals.cornell.edu/agfoodcommunity/afs_temp3.cfm?topicID=270

This is a website with an agritourism marketing page and links to several sources that are free.

www.farmstop.com

This is a website where you can find agritourism activities by state and county as well as list your own agritourism business. It is recently developed and growing!!

www.rpts.tamu.edu/tce

A website with many links to tourism and agritourism activities

List of Agritourism (farms and ranches) entrepreneurial websites.

This is a list of farmers and ranchers who have listed their business of direct marketing, and agritourism on the internet. These were selected at random and are not representative of the number and types of businesses that are currently listed on internet.

Chapter VI Nature Tourism

Note: It is important to review the resource material in Chapter IV: Tourism Development; Chapter V: Agritourism and Chapter VII: Heritage and Cultural Tourism because some of the material is not repeated in every chapter. Also, contact the local Extension Office and Visitor's Bureau to locate contacts at the local and state level.

Tourism and the Environment: What's the Connection?

By Edward T. McMahon

From the Forum Journal, Summer 1999

Ecotourism Development Manual

Northwest Arkansas RC&D

This publication serves as a workbook to assist in the assessment and development of nature based tourism. The publication also contains several case studies in Arkansas. Available from Northwest Arkansas Resource Conservation and Development Council
402 N. Walnut, Suite 109
Harrison, AR 72601
Ph: (870) 741-7475

The Business of Ecotourism: The Complete Guide for Nature and Culture-Based Tourism Operations

By Carol Patterson

This is a tool that can be used to establish a viable and sustainable enterprise. It focuses on the planning, marketing, and operational requirements unique to ecotourism and provides practical advice so the new or experienced can succeed in this often challenging field.

Explorer's Guide Publishing

4843 Apperson Drive

Rhineland, WI 54501

Ph: 715-362-6029

Email: explore@newnorth.net

www.desocom.com

Agricultural Tourism Fact Sheets

From A to Z: Potential Enterprises for Agricultural and Nature Tourism.

University of California Small Farm Center

Available at: www.sfc.ucdavis.edu/agritourism/factsheets or

Phone 530-752-7774

Nature Tourism Information

Texas A&M University

This is an example of web sites and information available in universities and state agencies. Contact the local extension office or NRCS office to determine who to contact. For Texas, the web site is:

www.rpts.tamu.edu/tce or contact Andy Skagberg at email a-skagberg@tamu.edu or call 979-845-5330

Center for Nature and Heritage Tourism

This website provides information on nature and heritage tourism. The website also contains a links to additional websites, many of which are about Farm and Ranch tourism.

<http://hidalgo.geo.swt.edu/nht/>

Stories Across America: Opportunities for Rural Tourism

National Trust for Historic Preservation and the American Express Company

This publication includes the stories of rural regions and small communities that have developed successful nature tourism programs. It is designed like a work book listing the names and phone numbers of the people that were involved in developing these success stories. See pages 34-39, "Building Bridges To Success: The Seaway Trail in New York. Available at www.nal.usda.gov/ric/ricpubs/stories.htm or contacting Jim Maetzold at 202-720-2307 or jim.maetzold@usda.gov for a 4-color copy.

Developing Naturally: An Exploratory Process for Nature-Based Community Tourism

Thomas D. Potts and Allan P.C. Marsinko, Clemson University

This publication presents case studies for South Carolina and provides worksheets for developing nature-based tourism.

Available online at: <http://www.strom.clemson.edu/publications/Potts/index.html#pubs>

Hardcopies available from Martha Morris - Operations Manager and Publications

Coordinator, Strom Thurmond Institute of Government and Public Affairs

Clemson University

Clemson, SC 29643 or call 864-656-0215

Making Nature Your Business, a Guide for Starting a Nature Tourism Business in the Lone Star State

This online publication will help you develop a well-organized business plan. Available at: <http://www.tpwd.state.tx.us/nature/tourism/yourbusiness/>

Nature Tourism Handbook: Income Diversification Through Nature and Heritage Tourism: A Step-wise Guidebook to Evaluate Enterprise Opportunities.

By TAMUS

Chief aim of this resource guide is that it is concise. The guide is designed to lead you through a process in a step-wise fashion so that you will have a clear idea about agritourism and whether the business is for you. A 22 minute video of case studies is also available

Available online at

<http://naturetourism.tamu.edu>

Texas A & M University

College of Agriculture and Life Sciences

Department of Recreation, Park & Tourism Sciences

College Station, TX 77843

Ph: 979-845-5411

Nature-Based Tourism Enterprises

Thomas D. Potts

Clemson, SC: Department of Parks, Recreation, and Tourism Management, Clemson University, 1993

NAL Call No. G155A1P68 1993

Contact Operations Manager and Publications Coordinator, Strom Thurmond Institute of Government and Public Affairs
Clemson University
Clemson, SC 29643 or call 864-656-0215

Natural Resources Tourism: Partnerships that Make It Happen

Video, Penn State College of Agricultural Sciences

This video presents three RC&D Councils nature-based tourism activities in Pennsylvania, such as biking, hiking and historic natural areas.

Available from James A. Maetzold at (202) 720-2307.

Nature-Oriented Visitors and their Expenditures: Upper San Pedro Valley

Agricultural and Resource Economics

University of Arizona, Tucson Arizona

By Patricia Orr and Dr. Bonnie Colby

February 2002

This is a report based on a survey administered to 843 visitors to key birding sites in the upper San Pedro River Basin. The report summarizes the demographics, travel patterns, and local expenditures of these visitors.

Available online at: http://ag.arizona.edu/AREC/pubs/san_pedro_report.pdf

Establishing a Birding-Related Business: A Resource Guide

By David Scott and Ashley Callahan

Texas Agricultural Extension Service – Texas A&M University

B-6093

The first eight pages provide an overview of birding trends, and the last eight pages provide a guide for establishing a birding business or activity in a community.

Available online at: <http://agpublications.tamu.edu/pubs/rpt/b6093.pdf>

Hardcopies available from (979) 845-5419

Tidelands Birding Festival, February 23-25, 2001

This provides an example of how a community can benefit from its natural resource—birding. Birding festival information is available at: www.scnatureadventures.com.

The publication is available from Miles Phillips (842) 234-1424

The Economic Impact of Birding Ecotourism on Communities Surrounding Eight Wildlife Refuges

By Paul Kerlinger

This is a study sponsored by FWLS that assessed the traveler spending habits of tourists traveling to and from refuge areas.

Available by calling, (212) 691-4910 or (James A. Maetzold) (202) 720-2307

Partners in Flight Program (PIF)

The PIF program is an international cooperative effort to direct resources toward protecting neotropical migratory and land birds and their habitats. Their website provides directories, resources, and membership information.

Website: <http://www.partnersinflight.org>

Email: terry_rich@fws.gov

Agro-Ecology Conference Summary: Eco-tourism on Public and Private Lands in Florida

This 3rd annual conference explored innovative methods to tap Florida's ecological resources to provide a unique, enjoyable and learning experience, while generating a new stream of revenue.

Available from The Florida Center for Environmental Studies, 561-691- 8546 or email jjolley@ces.fau.edu

Florida Eco-Tourism: Guide to References and Resources

By Susan E. Swales, Ph.D.

The 2000 Ecology Conference goal was to offer an exposition of eco-tourism resources and opportunities on public and private lands in the state of Florida.

Resources are identified through out the United States.

Available from Florida Center for Environmental Studies, 561-691- 8546 or email jjolley@ces.fau.edu

Soli's Pembina Gorge Tours

Pembina Gorge Tours offers authentic birding ecotour adventures.

Website: www.solistours.netfirms.com/

PO Box 400

Walhalla, North Dakota 58282

Ph: (701) 549-2627

Email: ecotours@utma.com

Developing Trails and Tourism on Private Lands in Texas: Case Studies on Existing Enterprises

By C. Scott Shafer and Virginia Dilworth. The demand for outdoor recreational opportunities is growing rapidly. Texas landowners are discovering that developing trail-type tourism activities can be both profitable and rewarding. This publication features details about seven such enterprises, including tips for getting started, creating a desirable product, and developing partnerships to make such ventures more economical. (40 pp., 22 photos).

Department of Recreation, Park and Tourism Sciences. Texas A&M

Email: Sshafer@rpts.tamu.edu or at

http://texaserc.tamu.edu/catalog/topics/Recreation_and_Tourism.html

Rails to Trails Conservancy

Rails to Trails Conservancy works to promote the development of trails. Among other things they provide information, technical assistance and training to local trail builders.

Their website has a variety of information related to trail building.

Website: <http://www.railtrails.org/>

1100 17th Street, NW

Washington, D.C. 20036

The Great American Trails Company
Website: <http://www.worldnaturetrails.com/>

American Hiking Society
Website: <http://www.americanhiking.org/>
1422 Fenwick Lane
Silver Spring MD 20910
Ph: (301) 565-6704
Fax: (301) 565-6714

Pathways across America: A newsletter for National Scenic and Historic Trails
Published by the American Hiking Society under a cooperative agreement with the National Park Service.
Pathways across America is a national publication devoted to the news and issues of America's national scenic and historic trails.
Available online from: <http://www.americanhiking.org/news/>
American Hiking Association
PO Box 20160
Washington, DC 20041-2160
Ph: (301) 565-6704
Email: nattrails@aol.com

Seaway Trail Inc.

The New York State Seaway Trail is a 454 mile scenic route paralleling Lake Erie, the Niagara River, Lake Ontario and the St. Lawrence River. Seaway Trail, Inc. promotes and advocates the sustained use of the inland corridor as a scenic byway.
Website: http://www.seawaytrail.com/main_frames.htm
P.O. Box 660
Sackets Harbor, NY 13685
Ph: (315) 646-1000 or 1-800-SEAWAY-T
Fax: 315-646-1004
Email: info@seawaytrail.com

The National Council for the Lewis & Clark Bicentennial

The Council promotes educational programs and the sustaining stewardship of natural and historical resources along the route of the Lewis and Clark Expedition.
Website: <http://www.lewisandclark200.org>
0615 SW Palatine Hill Road
Portland, OR 97219
Ph: (888) 999-1803 (toll free) or (503) 768-7995 or (503) 768-7996
Email address: bicentennial@lewisandclark200.org

Economic Impacts of Protecting Rivers, Trails and Greenway Corridors: A Resource Book.

Prepared by Rivers, Trails and Conservation Assistance, National Park Service

This publication addresses property values, resident expenditures, commercial uses, agency costs, tourism, corporate relocation and retention, public cost reduction, and benefit estimation. It also includes data appendices and worksheets. Available online at: http://www.nps.gov/pwro/rta/econ_index.htm
Hardcopies available by calling, (202) 343-3780

Scenic Byways, Trails, and Corridors and Their Impacts

This publication is a fact sheet produced by the Great Lakes Sea Grant Network, Coastal Land Use Committee. It contains case studies of scenic byways, scenic trail systems, river and canal corridors, and special touring events.

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33520714.html>

Hardcopies available from Cornell University at a cost of \$0.50

NY Sea Grant

SUNY Oswego,

Oswego, NY 13126 or call 315-341-3042

National Scenic Byways Resource Center

This is a list of all the current American Roads and Scenic Byways.

Available online at: www.byways.org.

Available by calling 1-800-429-9297

International Selkirk Loop

The Selkirk Loop is a 280 mile, scenic roadway that wanders through two countries, two states, three Indian reservations, and a number of towns and villages.

Website: <http://www.selkirkloop.org/>

PO Box 920

Bonnors Ferry, ID 83805

Ph: (888) 823-2626

Email: info@selkirkloop.org

Hood River Valley Fruit Loop

Hood River Valley Fruit Loop is one of the leaders for agritourism in the state of Oregon. Their 45 mile long trail, takes visitors through the Hood River Valley's orchards, forests, farms and businesses.

Website: <http://www.hoodriverfruitloop.com/>

Ph: (541) 386-5448

Email: jamqueen@aol.com

Hidden America Website

This website provides information on activities and places that lie off the beaten path and beyond the interstate. It also contains a monthly newsletter and links to similar sites.

<http://www.hiddenamerica.com/>

So You Want To Be In the Hunting Business?

By J. Wayne Fears

Progressive Farmer, September 1997

Tourism and Gaming on American Indian Lands

Edited by: Alan A. Lew and George A. VanOtten

Published by: Cognizant Communications Corp.

ISBN: 1882345215

This publication is a collection of 15 pieces written by 18 authors on the topic of reservation-based tourism.

Real Property: Leasing Land for Hunting and Other Recreational Uses

By Thomas Allen, Dennis K. Smith, and Anthony Ferrise

West Virginia University Extension Service

RD Publication no. 726

January 1985, updated August 1997

This publication provides information on key factors to consider before leasing your land for hunting, fishing, and other recreational uses.

Available online at: <http://www.wvu.edu/~exten/infores/pubs/other/rd726.pdf>

Earning Additional Income through Hunt Leases on Private Land

Agricultural Extension Service- University of Tennessee

PB 1627

www.utextension.utk.edu/pbfiles/pb1627.pdf

Tips for Hunting Leases

Prepared by Jeffrey J. Jackson

April 1997

Available online at: <http://www.forestry.uga.edu/warnell/service/library/l0397/>

Lease Hunting: Opportunities for Missouri Landowners

By Robert A. Pierce

Agricultural publication G9420

January 15, 1997

Available online at: <http://muextension.missouri.edu/xplor/agguides/wildlife/g09420.htm>

A Sportsman's Guide to Landowner Relations

MontGuide Fact Sheet #9813

By Larry Brence and Jim Knight

Montana State University Extension Service

This publication discusses how sportsmen must work closely with landowners to develop positive relationships and continued access to land for hunting and fishing.

Available online at: <http://www.montana.edu/wwwpb/pubs/mt9813.html>

Outdoor Recreation MonitorSM

D. K. Shifflet and Associates Ltd

This information helps you understand the profile of visitors to your region.

Available from (703) 536-0933 or jcaldwell@dksa.com

Fermata: The Business of Nature

Fermata Inc offers a variety of services to people in the areas of wildlife watching, conservation programming, and nature tourism development. Their website provides access to economic impact and feasibility studies, and their most recent publications. The website also contains a search function and a comprehensive list of websites related to nature tourism.

Website: <http://www.fermatainc.com/home.html>

P.O. Box 5485

Austin, Texas 78763-5485

Ph: (512) 472-0052

E-mail: info@fermatainc.com

Great Excursions

Great Excursions specializes in the development and marketing of alternative tourism products. Their website provides news and information relating to alternative tourism, and a helpful search option.

Website: <http://www.greatexcursions.com/index.html>

3416 Gordon Road

Regina, Saskatchewan

CANADA S4S 2V4

Recreation.gov

This website provides information on recreation opportunities on federal lands.

<http://www.recreation.gov/>

Sand, Wind & Water: A recreational guide to eastern Lake Ontario's dunes and wetlands

By Earnest G. and D. Kuehn

Produced with the assistance from the Ontario Dune Coalition

This guidebook includes information on Eastern Lake Ontario Dune and Wetland Area trails, boat routes, dune ecology, and wildlife. It is nicely designed for education purposes as well as self guided tours.

Available online at: <http://www.cce.cornell.edu/seagrant/tourism/ecotour.htm>

Hardcopies available from Cornell University

Sharon Mullen

NY Sea Grant, SUNY Oswego

Oswego, NY 13126

How to Create and Nurture a Nature Center in Your Community

By Brent Evans and Carolyn Chipman-Evans

This book describes the steps taken by Cibola Nature Center in Boerne Texas. Order form and additional information available at:

<http://www.utexas.edu/utpress/excerpts/exevahop.html>

NWF Nature Link: Key to Conserving the Earth

National Wildlife Federation

A brochure about nature and education.

Available from
National Wildlife Federation
Outdoor Ethics,
8925 Leesburg Pike
Vienna, VA 22184 or call 800-822-9919

Adventure Travel: Profile of a Growing Market

Travel Industry Association (1994)

This publication discusses the trends and the results of 1,500 adult surveys that focused on outdoor and adventure travel. See Chapter XI for more information.

Hardcopies available by calling (202) 408-8422

The 1997 update of this publication can be ordered online from TIA at:

<http://www.tia.org/Pubs/domestic.asp>

National Survey on Recreation and the Environment (NRSE): 2000-2003.

This is taken every five years by an Interagency National Survey Consortium, Coordinated by the USDA Forest Service; Outdoor Recreation, Wilderness and Demographics Trends Research Group, Athens, GA and the Human Dimensions Research Laboratory, University of Tennessee, Knoxville, TN.

For more information go to: www.srs.fs.fed.us/trends

Conservation Directory, 43rd Edition

National Wildlife Foundation

This is a list of organizations, agencies and officials concerned with natural resource use and management. An order form and index of the 2,700 organizations is included in the tool kit. If you need additional information about the catalog, contact Rue Gordon at (703) 790-4468 or gordon@nwf.org.

Oregon Outdoor Recreation: Profile and Economic Impacts

Oregon Tourism Commission

This report focuses on the economic impact of the recreation activities most associated with Oregon's natural resources, in particular the relatively active recreation that draws most directly on resource location in rural areas. See Chapter XI for study summary.

Available from

Dean Runyan Associates

815 SW Second Avenue, Suite 620

Portland, OR 97204 or call 503-226-2973 or www.dra-research.com

Sustaining Western Rural Landscapes, Lifestyles, and Livelihood: West-Wide Conference, Sheridan, Wyoming, 2002 Proceedings

Proceeding contains presentations on hunting, leases, habitat management, watchable wildlife, insurance, and value-added livestock enterprises. See Chapter VIII for copy of topics and speakers.

Available from

Boyd Byelich

USDA/NRCS

8416 Hildreth Road
Cheyenne, Rd. WY 82009
Email boyd.byelich@wy.usda.gov or call 307-772-2015

Future Farms 2002, A Supermarket of Ideas Conference and Trade Show

Kerr Center for Sustainable Agriculture

Proceedings contain information on agritourism, high value crops and livestock, business and finance tips, direct marketing ideas, food businesses, leases for wind, mineral and hunting, cooperatives, organics and value-added agriculture.

Available from

Kerr Center For Sustainable Agriculture

PO Box 588

Poteau, OK 74953

Call 918-647-9123 or www.kerrcenter.com

Ag News: Landowners seek Diversity, Income through Wildlife Management

Texas A&M News and Public Affairs

News article on what landowners are doing in Texas to increase income through wildlife management.

Available in this resource manual at:

www.nrcs.usda.gov/technical/RESS/altenterprise or the CD described above by calling Jim Maetzold at 202-720-0132 or email at jim.maetzold@usda.gov

Watchable Wildlife Inc.

Mission is to enhance wildlife viewing and nature appreciation. This accomplished through annual conferences, publications and special project assistance. It is a 39 state member organization.

www.watchablewildlife.org

Watchable Wildlife, Inc

PO Box 319

Marine on ST. Croix, MN 55047

Ph: 651-433-4100

Email info@watchablewildlife.org

www.watchablewildlife

Texas Nature Tourism Initiative: Marketing Natural Resources Through Recreation and Tourism Enterprises

TAMUS/Texas Parks & Wildlife Department

It is a two-day seminar facilitator manual on how your natural resources can be used to support nature based income producing enterprises.

Texas A & M University

College of Agriculture and Life Sciences

Department of Recreation, Park & Tourism Sciences

College Station, TX 77843

Ph: 979-845-5411

www.permissiontohunt.com

Permission To Hunt was created with the hunter in mind; building a strong hunter community to promote the values we all strive to maintain and support local, state, and national wildlife organizations. The online system allows hunters to access a website that stores farmer, rancher and or landowner information. The hunter is able to search for hunting location based upon which species the hunter is interested in. Landowners can register their land online and specify which species are available to hunt.

For more information contact

George Paul

Ph: 320-354-5091

Email: info@permissiontohunt.com

www.permissiontohunt.com

Chapter VII: Heritage and Cultural Tourism

Note: It is important to review the resource material in Chapter IV: Tourism Development; Chapter V: Agritourism; and Chapter VI: Nature Tourism because some of the material is not repeated in every chapter. Also, contact the local Extension Office and Visitor's Bureau to locate contacts at the local and state level.

Alternative Enterprises: Heritage Tourism

USDA, NRCS Information Sheet

This is a two-page information sheet for use at meetings and other discussions.

Available from 1-888-LANDCARE or www.nrcs.usda.gov/technical/RESS/altenterprise

Reproduce as needed.

Cultural and Heritage Tourism: How to use your land's legacy to benefit the public and boost your bottom line

USDA, NRCS paper

This 5-page paper summarizes several publications that address cultural and heritage tourism.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Cultural Heritage Tourism Guidelines

This brochure contains definitions and guidelines for cultural tourism projects.

Oregon Tourism Commission

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Heritage Tourism: Partnerships and Possibilities

Joint Publication of the American Association for State and Local History and the National Trust for Historic Preservation

Nashville, TN: American Association for State and Local History, 1994

This publication contains suggestions on ways to collaborate with organizations to promote heritage tourism.

Available from the National Trust for Historic Preservation, (202) 588- 6286

Getting Started: How to Succeed in Heritage Tourism

Heritage Tourism Division, National Trust for Historic Preservation

This is a 50-page workbook on how to develop heritage tourism. It presents 16 case studies and five basic principles for heritage tourism. Available from the National Trust for Historic Preservation

Website: www.nthp.org (click on "Shop for Preservation.")

1785 Massachusetts Avenue, N.W

Washington, D.C. 20036

Ph: (202) 588-6000

Share Your Heritage: Cultural Heritage Tourism Success Stories

National Trust for Historic Preservation and the American Express Company

This publication includes a representative sampling of some of the best programs from across the country. It is designed to answer questions like: "What can we learn for these success stories?" "What mistakes did they make?"

Available by calling 202-588-6000 or www.nthp.org

Stories Across America: Opportunities for Rural Tourism

National Trust for Historic Preservation and the American Express Company

This publication includes the stories of rural regions and small communities that have developed successful tourism programs. It is designed like a guide book listing the names and phone numbers of the people that were involved in developing these success stories.

Available at www.nal.usda.gov/ric/ricpubs/stories.htm or contacting Jim Maetzold at 202-720-2307 or jim.maetzold@usda.gov for a hard 4-color copy.

Richer Heritage: Historic Preservation in the Twenty-First Century

This is the title of a new textbook on historic preservation edited by Robert E. Stipe. It includes essays examining the overlap between of natural and cultural preservation, the social and ethnic dimensions of the field, and on folklife, intangible heritage and issues of cultural cooperation. Heritage areas appear in a number of places and are identified as a trend for the future. Alan Jabour, former Director of the American Folklife Center at the Library of Congress, provides a particularly thoughtful discussion on the relationship between heritage areas and the concept of a "sense of place". Copies of the book can be obtained from the University of North Carolina Press, PO Box 2288, Chapel Hill, NC 27515-2288 www.uncpress.unc.edu

Experiences and Benefits: A Heritage Tourism Development Model

This is a good resource tool for assessing heritage tourism opportunities in an area. It is a workbook type publication and contains several case studies.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Uniquely Texas: A Lone Star Look at Cultural and Heritage Tourism

Texas Travel Industry Association

This video is an informative piece about what Texas has to offer in cultural and heritage tourism regarding community pride. The second section is a "how-to" for communities that want to expand their activities. It presents the synergy between culture and nature tourism, festivals, shopping, dining and traditional attractions. You can order the video from the Texas Association of Museums at:

<https://www.io.com/tam/video.html> or

3939 Bee Caves Road

Building A, Suite 1B

Austin, Texas 78746

Uniquely Texas (website)

This website contains a list of tourism resources, a bibliography of tourism resources, media materials, a glossary of travel industry terms, and information on the uniquely Texas four partners program which includes efforts of the Texas Association of Museums, the Texas Commission on the Arts, the Texas Historical Commission, and the Texas Travel Industry Association. .

<http://www.uniquelytexas.org>

Heritage Industries Conference: Yesterday's Treasures and Tomorrow's Opportunities

Castleland RC&D

This is a video of a conference held in Moab to discuss and promote heritage industries. Available from Wingate Video Services L.L.C.

P.O. Box 538

Moab, UT 84532

Ph: 1-877-4WINGATE.

Preserving Our Past and Building Our Future

Video, Heritage Tourism Division, National Trust for Historic Preservation

This video addresses how history, culture and tourism contribute and impact this growing mega-industry of "heritage travelers." The economic impact of heritage tourism is shown for three areas of the U.S. Available from the NTHP

1785 Massachusetts Avenue, N.W.

Washington, D.C. 20036

Ph: (202) 588-6000.

Historic Buildings: Issues in Preservation and Protection

By Kathleen D. Parrott and Ann Dellenbarger

North Central Regional Center for Rural Development (1990)

ID: NCR369

Available online at: www.msue.msu.edu/msue/imp/modtd/33860122.html

Historic Farmsteads

By Kathleen Parrott, Dennis Schulte, and Ann Dellenbarger

Northcentral Regional Center for Rural Development (1987)

ID: NCR371

Available online at: www.msue.msu.edu/msue/imp/modtd/33850115.html

Cultural Tourism News

Partners in Tourism: Culture and Commerce Newsletter

This is a newsletter published by Partners in Tourism with support from American Express. It provides an update on the latest research findings, cultural tourism projects and news from Washington. The newsletter also identifies successful cultural tourism programs across the country. The Summer 2000 is included as an example of the information included in the newsletter. If you have a good program, contact Amy Webb at amy_webb@nthp.org or (303) 413-1986

Available online at: <http://www.nasaa-arts.org/artworks/pubs.shtml>

Hardcopies available from:

American Association of Museums

Heritage Tourism Resource Manual

NTHP, Heritage Program Division, Denver, CO

This publication is a list of organizations and funding sources for cultural and heritage tourism. Available by calling, (303) 623-1504

Professional Heritage Resource Online

This is a service of Silos and Smokestacks, Iowa's National Heritage Area. This website provides free access to heritage related publications including, The Country Heritage, Community Field Trip Guide, and Touring for Success.

<http://silosandsmokestacks.org/resources/>

Heritage and Development Website

Ohio Travel and Tourism Division

This website provides an example of heritage tourism statistics and a resource guide that contains information on available grants and funding. The website also provides information on the Ohio Heritage Tourism Initiative and the Ohio Heritage Area Program.

<http://www.ohiotourism.com/industry/heritage/>

Association for Living History, Farms & Agricultural Museums

Website: <http://www.alhfam.org/>

Susan A. Hanson

French Legation Museum

802 San Marcos St.

Austin, TX 78702-2647

Ph: 512 472 8180
Fax: 512 472 9457
Email: shanson@sarj.org

National Trust for Historic Preservation (NTHP)

The NTHP is a private nonprofit organization that acts as a leader in the preservation movement in the United States. Their website provides a search engine and recent news releases and publications.

Website: <http://www.nthp.org>
1785 Massachusetts Ave., NW
Washington, DC 20036
Ph: (202) 588-6000

NTHP Rural Heritage

The Rural Heritage Program uses educational programs, publications, and provides technical assistance to promote and protect rural historic and cultural resources. Their website offers a wealth of resources, including links to their publications, and the online Rural Library.

Website: <http://www.ruralheritage.org>
1785 Massachusetts, NW
Washington, DC 20036
Ph: (202) 588-6204

Tennessee Overhill Heritage Association

The Tennessee Overhill Heritage Association acts to promote and preserve the natural and cultural resources of McMinn, Monroe and Polk counties through a heritage tourism partnership program designed to, serve as an educational tool, increase visitation to the region, and act as a catalyst for economic development.

Website: <http://www.tennesseeoverhill.com/>
P.O. Box 143, L&N Depot
Etowah, TN 37331
Ph: (423) 263-7232
Fax: (423) 263-1670

Development Gateway's Website

This website contains a section on cultural tourism and information related to cultural tourism.

<http://www.developmentgateway.org/node/130613/>

American Association of State and Local History

Website: <http://www.aaslh.org>
1717 Church Street
Nashville, TN 37203-2991
Ph: (615) 320-3203
Email: history@aaslh.org

Festivals.com

This website provides information on festivals across the United States. It includes festival news and announcement of events. The website also contains an advanced search engine, and a cultural tourism bookstore.

<http://www.festivals.com/>

International Festivals & Events Association

The International Festival and Events Association provides professional development and fund-raising ideas through publications, seminars, an annual convention and trade show, and ongoing networking.

Website: <http://www.ifea.com/>

2601 Eastover Terrace

Boise, ID 83706

Phone: 208-433-0950 Fax: 208-433-9812

Ph: (360) 457-3141 ext. 16

Email: scott@ifea.com

Heartland Project

The Heartland Project is a series of international touring exhibitions of the cultures and histories of the Heartlands on both sides of the Atlantic; the American Midwest and Central Europe. Their website, which is also part of the project, gives access to these exhibitions and the educational material that pertains to the exhibits.

<http://www.heartlandproject.org/>

Journey through Hallowed Ground

This is a 75 mile and nine county area featuring 65 historic places in Virginia. It is a new online travel itinerary.

www.cr.nps.gov/nr/travel/journey.

The Craft Heritage Trails of Western North Carolina: Back roads and scenic byways to some of the most beautiful handmade objects in the world.

Published by HandMade in America

This is a 120- page guidebook to studios, galleries, restaurants and historic inns in western NC. More information and copies of the publication area available from HandMade in America

Website: www.wnccrafts.org

Becky Anderson

P.O. Box 2089

Asheville, NC, 28802

Ph: (828) 252-0121

Farms, Gardens & Countryside Trails of Western North Carolina: Back roads and scenic byways to some of the most beautiful farms and gardens in the Blue Ridge Mountains

Published by HandMade in America

This is a 230- page guidebook to crafts, restaurants, flowers, gardens and farm places to stay in western NC. More information and copies of the publication area available from HandMade in America

Website: www.wnccrafts.org

Becky Anderson

P.O. Box 2089

Asheville, NC, 28802

Ph: (828) 252-0121

Tourism and Historic Places: A Manual for Group Tour Operators and Managers of Historic and Cultural Attractions

National Trust for Historic Preservation, 1994

Available from: (202) 588-6296

Building on the Past, Traveling to the Future: A Preservationist's Guide to the Federal Transportation Enhancement Provision

Second edition

Edited by Dan Costello and Lisa Schamess

Jointly Produced by: the Federal Highway Administration

Office of Environment and Planning

400 Seventh Street, SW

Washington, DC 20590

National Online Resources for Rural Tourism

This 2-pager is filled with websites, funding sources, technical assistance, traveler information, tools for practitioner and model programs.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Culture, Heritage, Arts, and Museums

A list of resources by organization and their respective web site. These people are extraordinary professionals who can provide excellent advice.

Principles for Sustainable Tourism for Lancaster County Planning Commission

A community-based strategy was developed for sustainable authentic heritage tourism. The principles and local maps are included.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov or

Contacting Standish at 717-299-8333 or email: Standish@co.lancaster.pa.us.

Cultural Funding: Federal Opportunities

A website that gives a listing of all the federal funding sources. A printout is in the Resource Manual.

Website is www.arts.endow.gov/federal.html

Advisory Council on Historic Preservation

The mission of the Advisory Council on Historic Preservation is to promote the preservation, enhancement, and productive use of our Nation's historic resources, and advise the President and Congress on national historic preservation policy.

Advisory Council on Historic Preservation

1100 Pennsylvania avenue NW Suite 809

Washington, DC 20004

Ph: 202-606-85-3

Email: achp@achp.gov

www.achp.gov

Chapter VIII: Alternative Enterprises

- A. General***
- B. Wildlife***
- C. Trees/Forestry***
- D. Livestock***
- E. Poultry***
- F. Aquaculture***
- G. Crops/Horticulture***
- H. Food Safety***
- I. Apiary***
- J. Non-Farm/Farm Residents***
- K. Education***

Check with your local county cooperative extension agent or Resource Conservation and Development Council to find what is available in your state and to identify local or state leads.

A. General

Farming for Profit, Stewardship and Community Tip Sheets

SARE

All tip sheets are available online at: <http://www.sare.org/tipsheet/index.htm>

Hardcopies are available from:

Ph: (301) 405-3186 or 202-720-5203.

Email: vberton@wam.umd.edu

Also, Available in the Resource Manual at

www.nrcs.usda.gov/technical/RESS/altenterprise or CD

The two-page tip sheets are devoted to identifying sources of information for following subjects:

- TIP# 1: Improve Soil Quality
- TIP# 3: Prevent Pest Problems
- TIP# 4: Explore Organic Production
- TIP# 5: Cut Livestock Costs
- TIP# 6: Manage Weeds Wisely
- TIP# 7: Plan for Profit
- TIP# 8: Network
- TIP# 9: Diversify Crops
- TIP# 10: Use Trees

Alternative Agricultural Enterprise (Links)

This website contains links to various documents prepared by personnel from land grant universities, federal agencies, and private foundations. The documents each have information needed to help you make an informed decision about alternative agricultural enterprises.

<http://aggie-horticulture.tamu.edu/alternatives/alternativelinks.html>

Resources from Sustainable Agriculture Network (SAN)

Sustainable Agriculture, Research and Education (SARE)

List of publications and books available through SARE by calling 301-504-5236 or email san_assoc@sare.org. Also, most of the publication are on the web are www.sare.org/htdocs/pubs

The New Frontier of Ranching: Business Diversification and Land Stewardship

Sonoran Institute; June 2000

By Ben Alexander

This is an informational publication that discusses the benefits and methods of applying business diversification and land stewardship to ranching. Case studies are used to present the diversification possibilities.

This publication is available from:

Sonoran Institute

7650 E. Broadway Blvd., Suite 203

Tucson, AZ 85710

Ph: (520) 290-0828

www.sonoran.org

State of the States: Organic Farming Systems Research at Land Grant Institutions 2000-2001

This is a list of organic research and Extension resources in each of the 39 US states that have them. The document may be downloaded using Adobe

Acrobat at: <http://www.ofrf.org/publications/SoS/SoS.overview.page.html>

Greenbook 2003: Caring for the Land

Minnesota Department of Agriculture

This publication, updated annually, provides information on how farmers are adopting energy and sustainable agriculture alternative enterprises. The publication includes stories about how people are applying alternative sustainable enterprises. See Chapter 3 for table of contents.

Available online at: <http://www.mda.state.mn.us/ESAP/Greenbook2003/default.htm>

Hardcopies available from:

Ph: (651) 215-0367

Email: Alison.Fish@state.mn.us

USDA Alternative Farming Systems Information Center (AFSIC)

The AFSIC is one of several topic-oriented Information Centers at the National Agricultural Library. This information center specializes provides and accesses information related to alternative cropping systems, organic, low-input, biodynamic, and regenerative agriculture. Their website offers online versions of their publications, links to other information websites, and a search feature.

Website: www.nal.usda.gov/afsic

10301 Baltimore Ave.

Beltsville MD 20705-2351

Ph: (301) 504-6422 or (301) 504-5724

Email: afsic@nal.usda.gov

Videocassettes in the NAL Collection Pertaining to Alternative Farming Systems

Compiled by Mary Gold, AFSIC

This is a 22-page listing of videos that was published in 1995 and updated in 2000.

There are no duplications in the two listings.

Go to: <http://www.nal.usda.gov/afsic/afspub.htm> for the online publications, email: afsic@nal.usda.gov to request the publication or call (301) 504-6559.

Missouri Alternatives Center (MAC)

University of Missouri Outreach.

The MAC is an alternative enterprise and agritourism information center hosted by the University of Missouri. Their website provides publications, links, and mailing addresses. The MAC also publishes a newsletter, *Ag Opportunities*, which is also available on their website.

Website: <http://agebb.missouri.edu/mac/>

University of Missouri

531 Clark Hall

Columbia, MO 65211

Ph: 1-800-433-3704 (Missouri Only) or (573) 882-1905

Email: kellyd@missouri.edu

Ideas for Alternative Agricultural Enterprises.

Missouri Alternatives Center (1996)

This publication is a seven-page fact sheet that lists several alternative enterprise ideas and how they can be developed. The publication also provides information on how to develop a business plan.

Available by calling (573) 882-1905

Appropriate Technology Transfer for Rural Areas (ATTRA)

ATTRA is the national sustainable farming information center operated by the private nonprofit National Center for Appropriate Technology. Their website provides information, news, publications and additional links.

Ph: 1-800-346-9140

Website: www.attra.ncat.org

Sustainable Agriculture...Continuing to Grow: Proceedings of the "Farming and Ranching for Profit, Stewardship and Community Conference, March 709, 2000" Western SARE

This publication contains the proceedings of a conference that addressed sustainable farms, disease, pests and weeds, sustainable ranches, marketing in a sustainable economy and sustaining agriculture. Farmers and ranchers made several presentations on how they are sustaining themselves through alternative enterprises. The proceedings are available online at: <http://wsare.usu.edu/> by clicking on the "publications" link.

Hardcopies available at: (435) 797-2257 or wsare@mendel.usu.edu

Adding Value for Profit

Northwest Farm Credit Services

This article in the annual report issue features four producers that diversified to add value to their operations. These entrepreneurs are: customer focused, profit motivated, innovative and responsive, comfortable with change, strategic planners and effective communicators.

Available at www.farm-credit.com and going to the customer button where there are hyperlinks to their web sites. For copies contact

Ben Alexander

Sonoran Institute

201 S. Wallace Street

Bozeman, MT 59715

Ph: 406-587-7331

Example of University Extension Work throughout the U.S.

Most universities have staff devoted to the assistance and development of alternative enterprises and agritourism. Several states also have centers or institutes also devoted to this kind of work. The University of Missouri Outreach and Extension web page is shown as an example of the kind of assistance and information available from land grant universities.

<http://muextension.missouri.edu/xplor>

Small Farm Center.

University of California, Davis.

The Center provides information that deals with small farm activities and agritourism. Their publications include quarterly newsletter available online.

Website: www.sfc.ucdavis.edu

Ph: (530) 752-8136
Email sfcenter@ucdavis.edu

Small Farms@USDA

This website contains links to other organizations, funding opportunities and information on USDA small farm activities including a newsletter. Go to:
www.usda.gov/oce/smallfarm/hotlinks.htm

USDA Economic Research Service, Organic Farming and Marketing
<http://www.ers.usda.gov/briefing/organic>

Organic Trade Association (OTA)

OTA is a membership based business association that represents the organic industries in Canada, the United States, and Mexico. Members include growers, shippers, processors, certifiers, farmer associations, brokers, manufacturers, consultants, distributors and retailers. Their website provides news and information, online directories and a website search engine.

Website: <http://www.ota.com/>

PO Box 547
Greenfield, MA 01302
Shipping: 60 Wells Street
Greenfield, MA 01301
Ph: (413)-774-7511

Organic Production: Recent Publications and Current Information Sources, SRB 96-07

NAL, USDA

Publication contains 30 pages of references on organic agricultural production.

Available by email afsic@nal.usda.gov or

Ph: 301-504-6559

Videocassettes in the NAL Collection Pertaining to Alternative Farming Systems

NAL, USDA

Publication contains 30 pages of references on organic agricultural production.

Available by email afsic@nal.usda.gov or

Ph: 301-504-6559

Ohio Ecological Food and Farm Association

This association holds conferences, and publishes a newsletter .

PO Box 82234
Columbus, OH 43202
Ph: 614-421-2022

Sustainable Agriculture: An Introduction

Appropriate Technology Transfer for Rural Areas (ATTRA)

A 4-page paper on a comparison of sustainable and conventional agriculture.

Available at:

Ph: 1-800-346-9140

Website: www.attra.ncat.org

Choosing Your Enterprises: A Checklist (Reprinted with permission from "Sell What You Sow" by Eric Gibson)

Missouri Alternatives Center, University Extension, Lincoln University

Available in this resource manual at:

www.nrcs.usda.gov/technical/RESS/altenterprise or the CD or

Website: <http://agebb.missouri.edu/mac/>

University of Missouri

531 Clark Hall

Columbia, MO 65211

Ph: 1-800-433-3704 (Missouri Only) or (573) 882-1905

Email: kellyd@missouri.edu

The New Entrepreneurial Agriculture, Special Report, April 2002

Michigan Land Use Institute

This publication carries stories about farmers in Michigan that have transitioned into alternative enterprises and capitalized on the fresh marketing opportunities.

Available online at www.mlui.org or

Michigan Land Use Institute

205 South Benzie Blvd

Beulah, MI 49617

Ph: 231-882-4723

American Pasturage Inc

Rick Hopkins

President

American Pasturage, Inc.

P.O. Box 190

Marionville, MO 65705

(417) 258-2394

Moderate-sized farms: Is the future bleak or rosy?

Gene Johnston, Managing Editor, Successful Farming

Available in Resource Manual

Sustainable Agriculture...Continuing to Grow: A Proceedings of the "Farming and Ranching for Profit, Stewardship & Community" conference.

Conference addressed sustainability, soils, pests/diseases, and marketing.

Available by contacting

Western SARE Programs

Ph: 435-797-2257

Sustaining Western Rural Landscapes, Lifestyles, and Livelihoods: West-Wide Conference, Sheridan, WY, September 24-26, 2002, Proceedings

This explored agricultural diversification options for ranchers and farmers in the west.
Available from
Boyd Byelich
NRCS/USDA
8416 Hildreth Road
Cheyenne, Wy 82009
Ph: 307-772-2015 X119

USDA Soils Website
<http://soils.usda.gov>

Sustainable agriculture website with books difficult to find.
www.soilandhealth.org/index.html and go to agriculture library.

Growing New Farmers: A Northeast Service Providers Consortium
For information go to
www.northeastnewfarmer.org

Alternative Agriculture News
A monthly newsletter addressing national and international policy and legislation as it affects agriculture and trade.
Henry A. Wallace Center for Agriculture and Environment Policy,
Winrock International
1621 North Kent Street, Suite 1200
Arlington, VA 22209
Ph: 703-525-9430
Email: wallacecenter@winrock.org
www.winrock.org/wallace

Community, Food and Agriculture Program Listserv
A very popular eastern and northeast listserv carrying information on research results, conferences, meetings and actions taken for the direct marketing of food and fiber.
Contact Heidi Mouillesseaus-Kunzman at hmm1@cornell.edu or
www.cfap.org

www.Cropchoice.com
Website devoted to providing farmers information on genetically modified crops. It is cosponsored by almost 20 non-profit organizations.

Iowa Organic Farming Mentor Program—A video
Video outlines the structure of the program and highlights some of the successful practices of the mentor farmers.
Iowa Organic Farming Mentor Program
610 South 4th Street
Fairfield, IA 52556

ACRES, USA—A Voice for Eco-Agriculture

Monthly publication addressing, soils, row crops, livestock, poultry, speciality crop, marketing futures, etc.

Call 800-355-5313 for more information.

Small Farmer's Journal

For more information

www.smallfarmersjournal.com

Resources for Grazing and Grass-Based Farm Systems—Grass Farmer.com

A number of case studies on grass based dairies are reported at this website.

www.grassfarmer.com

B. Wildlife

Natural Resource Protection

SARE

This is a report on an interdisciplinary study showing that what's good for the wetland and the birds also can be good for a farmer's financial bottom line. The report is written around farmers using the wetlands program to enhance the environment, their farm and their financial bottom line. Available online at: www.sare.org

Hardcopies available by calling (301) 504-6425

Landowners Seek Diversity Income through Wildlife Management

By Tim W. McAlavy

Ag News: News and Public Affairs

Texas A&M University Agriculture Program; April 26, 2001

See Chapter VI for a copy of the news report.

Available at: <http://agnews.tamu.edu/dailynews/stories/WFSC/Apr2601b.htm>

Incentives for Wildlife Enhancement on Midwestern Farms

Prepared by: Marcos Robles for

Environment and Agriculture Program

Institute for Agriculture and Trade Policy; May 2000

This publication provides ideas, strategies, and examples of incentives that support the enhancement of wildlife.

Available online through the Resources link at: <http://www.iatp.org/labels>

Cost for hardcopy: \$8 (shipping and handling included)

To order, contact: Candace Falk

Ph: (612) 870-3453

Email: cfalk@iatp.org

Wildlife Management for Missouri Landowners, Third Edition.

Missouri Department of Conservation.

This is a 90-page publication about making a wildlife management plan, cropland, grassland, woodland, idle area, wetland, and species management. It lists wildlife management services and presents wildlife management practices.

Available online at: <http://www.conservation.state.mo.us/library/wildlife/landown99.pdf>

Available from:

Missouri Department of Conservation

P.O. Box 180

Jefferson City, MO 65102

Establishing a Birding-Related Business: A Resource Guide

By David Scott and Ashley Callahan

Texas Agricultural Extension Service – Texas A&M University

B-6093

The first eight pages provide an overview of birding trends, and the last eight pages provide a guide for establishing a birding business or activity in a community. See Chapter VI for the publication.

Available online at: <http://agpublications.tamu.edu/pubs/rpt/b6093.pdf>

Hardcopies available in Chapter VI or from (979) 845-5419

Fish and Wildlife Habitat Management Leaflets

USDA-NRCS Wildlife Habitat Management Institute in cooperation with the Wildlife Habitat Council

Available electronically at: <http://www.ms.nrcs.usda.gov/whmi/technotes.htm>

Wildlife and the American Mind: Public Opinion on and Attitudes toward Fish and Wildlife Management

By Mark Duda

Responsive, Management

This is an 800-page book containing results of more than 300 surveys. It presents recommendations, strategies on how to utilize this information to enhance fish and wildlife management programs and policies, as well as how to more effectively manage hunting, fishing, and wildlife watching programs.

130 Franklin Street

P.O. Box 389

Harrisonburg, VA 22801

Ph: (540) 432-1888.

Guidelines for Increasing Wildlife on Farms and Ranches: With Ideas for Supplemental Income Sources for Rural Families.

Great Plains Agricultural Council, Wildlife Resource Resources Committee, Cooperative Extension Service, Kansas State University (1988).

This 500-plus page book was prepared with the input of more than 100 professionals involved in wildlife production, management, economics, and identifying landowner opportunities.

Available from:
Wildlife Habitat Handbook
118 Umberger Hall
Kansas State University
Manhattan, Kansas 66506
Ph: (913) 532-5830
Email: orderpub@oz.oznet.ksu.edu

Farming for Wildlife: Voluntary Practices for Attracting Wildlife to Your Farm

A joint publication of state, Federal and public organizations

This publication presents many wildlife management practices that can be adopted by ranchers and farmers for use on agricultural lands. Available from Wendell Gilgert or Ronald Schultze, NRCS state office at (530) 792-5600

Wildlife Habitat Council (WHC)

The WHC is a nonprofit group of corporations, conservation organizations, and individuals that helps large landowners manage their unused land in an ecologically sensitive manner for the benefit of wildlife. Their website provides information on their programs and their backyard conservation page provides educators with online lesson plans related to wildlife conservation.

Website: <http://www.wildlifehc.org>

1010 Wayne Ave, Suite 920

Silver Spring, MD 20910

Ph: 301.588.8994

Email: Whc@wildlifehc.org

A Wildlife Manager's Field Guide to the Farm Bill.

Wildlife Management Institute

This guide discusses what programs are available to help manage wildlife on private lands, organizational structure and technical information.

Wildlife Management Institute

1101 14th Street NW, Suite 801

Washington, DC 20005

Ph: 202-371-1808

Backyard Conservation-Wildlife Conservation Tip Sheet

USDA/NRCS

A 6-page paper on how to make a home for birds, butterflies, and nature's other creatures. Nine other tip sheets are available on backyard conservation.

Available on line at www.nrcs.usda.gov or

Ph 1-888-LANDCARE

Land, Leases, and Wildlife

The southern counties in Texas have been holding workshops to introduce new rural landowners to alternative income-producing resources as well as address liability, ethical and tax value concerns. The workshops were sponsored by Texas Agricultural Extension

Service, Texas Parks and Wildlife Department, and the Natural Resources Conservation Service. For more information, call Wayne Scholtz, Extension Educator in Hondo, TX at (830) 741-6180 or 1506 Ave. M, Hondo, TX 78861.

A Symposium on the Economics of Wildlife Resources on Private Land

Edited by Rhett Johnson, Auburn University

Papers were presented on general economic impacts, landowner economic impacts, economics of wildlife damage, economic impact of the Endangered Species Act, and economics of wildlife resources. Available by calling (334) 844-4000.

Making Collaboration Work: Lessons from Innovation in Natural Resource Management

By Julia Wondolleck and Steven Yaffee

This book provides information on the role of collaboration in natural resource management, and how to make such collaboration efforts work.

For more information on the book and how to order it, go to:

<http://www.islandpress.org>

Responsive Management

Responsive Management is a Virginia-based public opinion polling and survey research firm specializing in fisheries, wildlife, natural resource, outdoor recreation and environmental issues.

Website: <http://responsivemanagement.com/>

Birds on the Web:

Over forty useful and interesting web sites on birds and bird conservation

Texas Partners in Flight

Texas Parks and Wildlife

www.tpwd.state.tx.us/nature

Available in this resource manual at:

www.nrcs.usda.gov/technical/RESS/altenterprise or the CD described above by calling Jim Maetzold at 202-720-0132 or email at jim.maetzold@usda.gov

Southwick Associates Newsletter

Newsletter published by a firm that specializes in data collection and analysis of fish, wildlife and conservation.

Four research reports noted in December 2003 are:

- Methods for Recovering Mussel Kill Damages
- The Sport of Spring Turkey Hunting
- Angler's" Who are they and what they spend
- Economic Impacts of Hunting and Fishing in the U.S.
- Hunting, Fishing and Wildlife Viewing in Missouri

Available at www.southwickassociates.com

A Comprehensive Review of Farm Bill Contributions to Wildlife Conservation

USDA/NRCS Wildlife Habitat Management Institute

A comprehensive review of the scientific literature was undertaken to deter wildlife responses to programs established under the conservation title of the farm bills 1985, 1990 and 1996. See Chapter III for content and executive summary.
www.whmi.nrcs.usda.gov

Quail Unlimited

www.qu.org

C. Trees/Forestry

USDA National Agroforestry Center

The Center's work focuses on agroforestry practices, including riparian buffers. Trees can readily become an alternative enterprise or used to improve the environment and esthetics of the landscape and farm or ranch. Free copies of the publications shown below can be obtained by calling Ph: (402) 437-5178. For a more complete listing go online at : www.unl.edu/nac

Agroforestry Center Publications

- Agroforestry: Working Trees for Agriculture.*
- Working Trees for Livestock.*
- Working Trees for Wildlife.*
- Working Trees for Communities.*
- Working Trees for Treating Waste.*
- Working Trees for Carbon Cycle Balance.*
- Living Snow fences.*
- Growing Carbon: A New Crop That Helps Agricultural Producers and the Climate Too*
- Diseases of Trees in the Great Plains*
- Inside Agroforestry—a quarterly newsletter*
- Several technical notes are also available on the web*

Agroforestry in the United States: Research and Technology Transfer Needs For the Next Millennium

Association for Temperate Agroforestry

Fall 2000

Cost: \$1.00

Available from:

P.O. Box 266

Lake Oswego, NY or 970-340-0031

Income Opportunities in Special Forest Products: Self Help Suggestions for Rural Entrepreneurs

By Margaret G. Thomas and David R. Schumann

USDA Forest Service Publication

Agriculture Information Bulletin- 666 (May 1993)

This publication describes special forest products that can be produced by rural entrepreneurs to supplement their income. The publication includes market and competition considerations and profiles of rural businesses marketing each of the products.

Available at: <http://www.fs.fed.us/spf/coop/pubs.htm>

Productive Conservation: Growing Specialty Forest Products in Agroforestry Settings
(#50031702)

Hybrid Hazelnuts: An Agroforestry Opportunity (#510031704)

Marketing Specialty Forest Products (#510031704)

Edible Woody Landscapes for People and Wildlife (#50031701)

The above are titles of free publications produced by the National Arbor Day Foundation and the University of Nebraska's Cooperative Extension and School of Natural Resource Sciences. Copies are available from the National Arbor Day Foundation.

Website: <http://www.arborday.org>

Ph: (402) 474-5655

Pine Straw: Money Growing on Trees pg. 11 – 13

AgVentures Magazine Feb/March 2001

By Regina G. Burgess

Available from

AgVentures

Phone: 888-474-6397

Log Bucking Video

Produced by: Time & Tide RC&D and Down East RC&D

This video is designed to educate landowners and loggers about woodlot harvesting practices.

Cost: \$5 (plus shipping and handling)

Time & Tide RC&D

9 Green Street

Augusta, ME 04330

Small-Scale Alternative Agriculture

Wood lots two-page information sheet.

Available from (301) 504-6245 or san@nal.usda.gov

Cooperative Forestry: State and Private Forestry Economic Action Plan

Forest Service

Cooperative Forestry helps rural communities and businesses dependent on natural resources become sustainable and self-sufficient.

Website: <http://www.fs.fed.us/spf/coop/eap.htm>

PO Box 96090

Washington, DC 20090-6090

Ph: (202) 205-1389

Fax: (202) 205-1271

Email: sodell01@fs.fed.us

Community Forests: A Collection of Case Studies of Community Forestry

Compiled by Forest Community Research for the Seventh American Forest Congress Communities Committee

Available at: <http://fcresearch.org/cfbooktoc.html>

The Community Forestry Resource Pages Website

This website provides links to activities, projects, and organizations involved with community forestry.

<http://fcresearch.org/communityforestryresourcepages.html>

American Tree Farm System

Part of the American Forest Foundation

The American Tree Farm System provides support and education for private forest landowners.

Website: <http://www.treefarmssystem.org/>

1111 19th St, NW (Suite 780)

Washington DC 20036

Ph: (888) 889-4466

The National Tree Trust

The National Tree Trust is a non-profit group that helps local volunteer groups grow, plant, and maintain trees in rural communities, urban areas and along highways.

Website: <http://www.nationaltreetrust.org/>

1120 G Street NW, Suite 770

Washington DC 20005

Ph: (202) 628-8733

The National Arbor Day Foundation

The National Arbor Day Foundation provides information on trees in the riparian zone.

Website: www.arborday.org

100 Arbor Avenue

Nebraska City, NE 68410

Ph: (402) 474-5655.

The National Fire Protection Association

The National Fire Protection Association provides information on community wildfire control measures.

Website: www.firewise.org/communities

Proceedings of the North American Conference on Enterprise Development Through Agroforestry: Farming the Forest for Specialty Products

Edited by Scott Josiah

This conference was one of the first efforts to explore the potential for producing and marketing specialty forest products in agroforestry systems.

For copies contact
Erik Streed 1530
Cleveland Ave N.
115 Green Hall
St. Paul, MN 55108
612-624-4299

D. Livestock

Small Scale Agriculture Alternative

These are two page information sheets that can be obtained by emailing san@nal.usda.gov or calling (301) 504-6245.

- Sheep
- Draft Animals
- Exotic Livestock
- Dairy and Meat Goats
- Cashmere Goats
- Angora Goats

Available in this resource manual at:

www.nrcs.usda.gov/technical/RESS/altenterprise or the CD described above by calling Jim Maetzold at 202-720-2307 or email at jim.maetzold@usda.gov

Robinson Defines the New Paradigm

The Stockman Grassfarmer

Available in Resource Manual or call

Ph: 800-748-9808

From the Feed Trough

Woody Lane

The articles are—Opening a Door; Animals and Acres; Not Horsing Around; and Optimistically Speaking.

Available in Resource Manual or

Ph: 541-440-1926

Alternative Field Crops Manual

This field manual provides information on those crops and animals that are considered alternatives to traditional farm commodities.

Available at: <http://www.hort.purdue.edu/newcrop/default.html>

Managing Grasslands for Profit: A guide to grazing management in the Southeast

Published by the USDA NRCS

This publication provides information about managing grasslands and technical assistance that is available for the management of grasslands.

Available from Pat Paul, NRCS Public Affairs Specialist, at (804) 287-1681

Top 10 Mistakes of New Graziers pg. 36-37
The StockmanGrass Farmer May 2001 vol 58 # 5
By Paul Daigle
Website: <http://www.stockmangrassfarmer.com/>
Call: 1-800-748-9808
The Stockman Grass Farmer
P.O. Box 2300
Ridgeland, MS 39158-2300
Email: sgfsample@aol.com

Profitable Pork: Strategies for Hog Producers

This publication contains information about low cost and pasture based hog production and marketing niches and options.
Available at www.sare.org/bulletin/hogs or
Hardcopies available by calling 202-720-5203

Grazing Lands Roundup

Informational journal published by the Grazing Lands Technology Institute.
Available at: <http://www.ftw.nrcs.usda.gov/glti/glnews.html>

The Stockman Grass Farmer: The Grazier's Edge

The Stockman Grass Farmer is a newsletter that provides the latest information on grass farming and features grass farmers across the U.S.
Website: <http://www.stockmangrassfarmer.com/>
Call: 1-800-748-9808
The Stockman Grass Farmer
P.O. Box 2300
Ridgeland, MS 39158-2300
Email: sgfsample@aol.com

Amazing Grazing Directory

Future Harvest-CASA organization

This is an example of a successful project to help farmers raising grass fed animals gain access to customers, and to educate consumers about locally produced, healthier food choices. This will be achieved through a directory of MD, VA, and WV graziers and their products. The directory is to consumers and restaurants. If you are a grazier in these states and a member you may ask to be included in the directory.

Website: <http://www.futureharvestcasa.org/amazing.html>

Future Harvest-CASA
106 Market Court
Stevensville, MD 21666
Ph: 410-604-2681
Fax: 410-604-2689
Email: fhcasa@verzion.net

Eat Wild

This website provides information, links, books, and news related to pasture-based farming

<http://eatwild.com/>

Profitable Pork: Strategies for Hog Producers

Published by the Sustainable Agriculture Network – SARE

This publication discusses various aspects of alternative hog production. It presents the different systems, marketing options, and the environmental and community, family, and lifestyle benefits of alternative hog production.

Available online at: <http://www.sare.org/bulletin/hogs/>

Alternative Marketing of Pork

This publication addresses alternative production methods, breeds, health, general management concerns, and other management considerations. References and a resource section are provided.

Available online at: <http://attra.ncat.org/attra-pub/altpork.html>

Designing Feeding Programs for Natural and Organic Pork Production

By Jerry Shurson, Mark Whitney, Lee Johnston, Bob Koehler, Robert Hadad, and Dean Koehler.

This bulletin developed by Swine Center Faculty, discusses topics including, standards for organic pork production, management of organically raised pigs, energy and protein sources, and alternative feeds and use of forage and pasture. The bulletin may be viewed online at: <http://www.extension.umn.edu/distribution/livestocksystems/DI7736.html>

For a hardcopy, call: (800) 876-8636 or (612) 624-4900 and ask for item 07736-BU.

Bringing Home the Bacon? The Myth of the Role of Corporate Hog Farming in Rural Revitalization

This is a report based on a study conducted by the North Central Regional Center for Rural Development for the Kerr Center for Sustainable Agriculture, based on corporate hog farming.

Available at:

<http://www.kerrcenter.com/kerrweb/New%20Folder/BHTB/hog%20report1.pdf>

Patchwork Family Farms

Patchwork Family Farms is an economic development project of the Missouri Rural Crisis Center. The program allows hog farmers to market their own products and receive no less than 43 cents per pound or 15 percent above market price. The farmers adhere to strict growing standards and use sustainable farming techniques.

Website: <http://www.patchworkfamilyfarms.org/>

Lindsay Howerton

Ph: (573) 449-1336

Email: morural@coin.org

Sustainable Goat Production: Meat Goats

Appropriate Technology Transfer for Rural Areas

This publication offers information specific to meat goat production.

Available online at: <http://attra.ncat.org/attra-pub/meatgoat.html>

Goat World List Serve

This is a list serve for owners of all types, sizes and breeds of goats. For more information go to: <http://www.liszt.com/lists/goatworld/?cid=4388>

It's the—goat—cheese

Sacramento Bee, June 5, 2002

Available in Resource Manual

Redwood Hill Farm

This is a farm that produces goat cheese.

Website: www.redwoodhill.com

5480 Thomas Rd.

Sebastopol, CA 95472

Ph: (707) 823-8250

Email: contact@redwoodhill.com

Haystack Mountain

This is a farm that produces goat cheese and distributes a newsletter.

Website: www.haystackgoatcheese.com

5239 Niwot Road

Niwot, Colorado 80503

Ph: (303) 581-9948

Email: info@haystackgoatcheese.com

Farmstead Dairy Processing

Small Acreage Options; March 2001

By Paul Dietman

Available at: <http://www.uvm.edu/~wagn/archive/dcmarch01.html>

The Small Dairy Resource Book: Information Sources for Farmstead Producers and Processors

This publication is a collection of library materials including trade magazines, books, publications and web sites. It contains abstracts on cheese, butter, ice cream, dairy processing, food safety, marketing, animals, feeds and grazing, and appendices of suppliers, consultants, processing courses, and organizations. Available from (802) 656-0484

Cream Line: A new voice for little dairies

Published by Vicki Dunaway

This short newsletter contains dairy-related news, success stories and interest stories.

Cost of subscription: \$22 for one year

PO BOX 186

Willis, VA 24380
Ph: (540) 789-7877 (call before 9 p.m. Eastern Time)
Email: ladybug@swva.net

Trends for 21st Century Dairies

AgVentures Magazine, December 2000/January 2001
Available in Resource Manual
Ph: 888-474-6397

Small Acreage Options—Farmstead Dairy Processing

Paul Dietman, University of Wisconsin Extension
Available in Resource Manual

Cowgirl creamery

This is a farm that produces organic cheese.
Website: www.cowgirlcreamery.com/goat.html
P.O. Box 594
80 Fourth Street
Point Reyes Station
California 94956
Phone: (415) 663-9335
Fax: (415) 663-5418
Email: cheese@cowgirlcreamery.com

Oregon Country Beef: Growing a Solution to Economic, Environmental, and Social Needs: an interview with Doc and Connie Hatfield

By Peter Donovan

This is an interview with the owners of Oregon Country Beef, a successful coop that sells \$10 million worth of beef each year.
Available at: <http://www.managingwholes.com/hatfield1.htm>

Horse keeping on a Small Acreage: Facilities Design and Management

By Cherry Hill

This publication is an overview of the responsibilities of horse owners. For more information on the book and how to order, go to:
http://www.horsekeeping.com/horse_books/Horsekeeping_on_a_Small_Acreage.htm

More Horse Than You Can Handle?

Farmstead Stewardship: Guidelines for Horse Owners
Brochure

Good Horse Keeping: Managing Manure to Protect the Environment

Horse Environmental Awareness Program

This video features local citizens sharing their success stories about manure management in Connecticut.

Videos are available from:

NRCS National Employee Development Center
PO Box 6567
Fort Worth, Texas 76115
Ph: (817) 509-3247

Horses for Clean Water

Horses for Clean Water is a program that provides information on conservation and waste management for horse owners. The program offers farm tours, classroom series, workshops and demonstration farms.

Website: <http://www.horsesforcleanwater.com/>

Ph: (425) 432-6116

Email: alayne.blickle@horsesforcleanwater.com.

New Hampshire Horse Council Inc. (NHHC)

The NHHC is an organization that promotes the interests of the New Hampshire Equine Industry. Their website provides access to the publications, and information on their awards and special events.

Website: <http://nhhorsecouncil.com/index2.html>

Email: brookee171@hotmail.com

Connecticut Horse Environmental Awareness Program (HEAP)

HEAP is a coalition of federal, state, and local agencies, organizations, and individuals interested in educating horse people on Best Management Practices to protect the environment.

King's Mark RC&D

900 Northrop Road, Suite A

Wallingford, CT 06492-1900

Ph: (203) 284-3663

Dairy Processing Plant: Questions that need to be answered!

These questions are located online at

<http://cpdmp.cornell.edu>

Farmer's Guide to Processing and Selling Meat or Poultry: What are the rules? Where are the contacts? and Who are the Regulators?

This publication is intended to assist farmers and their advisors in understanding regulations affecting the processing and sale of meat and poultry.

Available online at: http://lehigh.extension.psu.edu/Agriculture/Farmers_Guide.pdf

Hardcopies available from: John Berry, Agricultural Marketing Educator, Penn State University

Ph: (610) 391-9840

Email: jwb15@psu.edu

E. Poultry

Sustainable Chicken Production

This publication addresses the alternative production methods, breeds, health, general management concerns, and other management considerations. References and a resource section are provided.

Available online at: <http://attra.ncat.org/attra-pub/PDF/chicken.pdf>

Profitable Poultry: Raising Birds on Pasture

Published by the Sustainable Agriculture Network – SARE

This publication discusses various alternative poultry production systems and discusses their potential for profit. It also discusses the marketing options, and environmental benefits of alternative poultry production.

Available online at: <http://www.sare.org/bulletin/poultry/>

Hardcopies available by calling 202-720-5203.

Pastured Poultry

ATTRA

This publication describes the experiences of 35 southern farmers who from 1996-99 participated in a project to produce and market pastured poultry. Information includes pen-building, brooding, feeding, processing, marketing, legal matters, economics, and several other topics.

Available online at: <http://www.attra.org/attra-pub/pasturedpoultry.html>

Hardcopies available by calling 1-800-346-9140

Pastured Poultry Provides Healthy Meat, Healthy Profits

By Lori Compas

Available at: http://www.nxlevel.org/Pages/res/res_p/res_ag_ar.html

American Pastured Poultry Producers Association (APPPA)

APPPA is a nonprofit educational and networking organization dedicated to encouraging the production, processing, and marketing of poultry raised on pasture. Their newsletter, Grit!, is available through their website, which also provides information on the Association as well as a listing of other resources relating to pastured poultry.

Website: <http://www.apppa.org/>

PO Box 1024

Chippewa Falls, WI 54729

Ph: (715) 577-5966

Fax : (715) 667-3044

Email: grit@appa.org (newsletter)

Small-Scale Alternative Agriculture. Poultry

This publication is a two-page information sheet. It can be obtained by emailing san@nal.usda.gov or by calling (301) 504-6245.

Chicken Tractor: The Permaculture Guide to Happy Hens and Healthy Soil

By Andy Lee and Pat Foreman

Good Earth Publications (January 1998)

ISBN: 0962464864

This book is about raising chickens in your backyard or on small acreage. It is an innovative way of raising chickens which could compliment your garden enterprise. It also has a small farm resource list included in an appendix. The book is available from the publisher as well as from other common booksellers.

Raising Emus and Ostriches

NAL, USDA (SRB 97-06)

This publication contains 70 pages of references on emus and ostrich production and marketing. Available at: www.nal.usda.gov/afsic

Available from (301) 504-6559 or afsic@nal.usda.gov

Pastured Poultry Enterprise Budget Link

www.wisc.edu/cias/pubs/poultbud.html

F. Aquaculture

Aquaculture Network Information Center

This website provides access to all electronic aquaculture information, including newsletters and other publications.

<http://aquanic.org>

Small-Scale Agriculture Alternative

This is a two-page information sheet on aquaculture. The information sheet can be obtained by emailing san@nal.usda.gov or by calling (301) 504-6245.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Aquaculture in Illinois

By Daniel Selock, Southern Illinois University

Small Farm Today (July/August 2000)

For more information, contact Daniel Selock at (618) 536-4451 or dselock@siu.edu

Evaluating an Aquaculture Enterprise

This publication addresses the alternative production methods, specie, health, general management concerns, and other management considerations. References and a resource section are provided.

Available online at: <http://attra.ncat.org/attra-pub/aquaculture.html>

Neptune's Bounty: Growing Seaweed Pg. 18 -20

AgVentures Magazine Feb/March 2001

By Regina G. Burgess

Ph: 888-474-6397

Purrfecting the Catfish Pg. 21 – 23

AgVentures Magazine Feb/March 2001

By Tara Weaver-Missick

Ph: 888-474-6397

Fish Friendly Farming Farm Conservation Plan Workbook Introduction

Sotoyome Resource Conservation District has organized the Fish Friendly Farming Certificaton Program to improve water quality and habitat in the Russian River area of California.

Available in Resource Manual

Trout Unlimited (TU)

TU is an organization uses an extensive volunteer network to conserve, protect and restore North America's trout and salmon fisheries and their watersheds.

Website: <http://www.tu.org/>

1500 Wilson Blvd., #310

Arlington, VA 22209-2404

Ph: (800) 834-2419

Email: trout@tu.org

Ponds in United States

There is a list of the ponds in the United States at the following web site:

www.corps_geo.USACE.Army.mil/HO.html

Ponds—Planning, Design, Construction

NRCS (Publication #590)

This handbook serves as a general information resource to the landowner and a reference for the engineer, technician and contractor by describing the requirements for building a pond. Available online at:

<http://www.wcc.nrcs.usda.gov/water/quality/common/ponds.pdf>

Hardcopies available by calling, 1-888-LANDCARE.

Missouri Pond Handbook

Missouri Department of Conservation.

This publication discusses the design and management of a new or old fish pond. It also provides recommendations for dealing with common pond problems. Available online at:

<http://www.conservation.state.mo.us/documents/fish/pondhb.pdf>

Hardcopies available by calling, (573) 751-4115

POND

POND is a computer program designed to guide decision making processes relevant to warm water pond aquaculture. The program comes with an economic package for doing enterprise budgets.

Available at <http://biosys.bre.orst.edu/pond/pond.htm>

For-Fee Pond Fishing: Decision-Making Factors

Sea Grant Aquaculture Fact Sheet September 1991

Cornell Cooperative Extension and State University of New York

By Douglas H. Ververs

This is a checklist designed to help you determine whether or not a fish for fee enterprise is feasible for your particular situation.

Cost: \$0.50

Available from New York Sea Grant

Sharon Mullen

Swetman Hall

SUNY College at Oswego

Oswego, NY 13126-3599

Understanding an Urban Fishery: Braunig Lake and Calveras Lake, San Antonio, Texas

By Stephen G. Sutton and Robert B. Ditton

Department of Wildlife and Fisheries Sciences.

This publication is a report based on a mail survey used to determine, among other things, angler demographic, fishing participation, attitudes, experience preferences, and willingness to pay increased costs to fish at the Braunig and Calveras Lakes.

Available at: <http://lutra.tamu.edu/hdlab/Docs/braunigpdf.PDF>

Economic Impact of Recreational Fishing on Minnesota Waters of Lake Superior

By Jeff Gunderson and Glenn Kreag

University of Minnesota (1991)

ID: Publication F6

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33510310.html>

Lake Ontario Angler Satisfaction

Coastal Recreation Fact Sheet

By Nancy A. Connelly, Diane Kuehn, Tommy L. Brown, Barbara A. Knuth

New York Sea Grant (May 1997)

This publication reports on results of a survey.

Available online at: www.msue.msu.edu/msue/imp/modtd/33840030.html

1996 Angler Effort/Expenditures on New York's Great Lakes Waters

Coastal Recreation Fact Sheet

By Nancy A. Connelly, Diane Kuehn, Tommy L. Brown, and Barbara A. Knuth

New York Sea Grant

Available online at: www.msue.msu.edu/msue/imp/modtd/33840031.html

Providing Public Access in Coastal Areas: Options for Landowners

This publication is a fact sheet produced by the Great Lakes Sea Grant Network, Coastal Land Use Committee.

By Mary Bielen, Cynthia Hagley, Leroy Hushak, Michael Klepinger, Glenn Kreag, Diane Kuehn, Frank Lichtkoppler, John McKinney, Jennifer Pultz, and Nancy Riggs

Available from New York Sea Grant
Sharon Mullen
Swetman Hall
SUNY College at Oswego
Oswego, NY 13126-3599

Activities at Free Public Water Sites

By David G. Pitt, Curtis Schatz, David W. Lime, and Leo H. McAvoy
University of Minnesota (1990)
ID: CD-FO-3942

Available online at: www.msue.msu.edu/msue/imp/modtd/33840108.html

Preferred Facilities/Services: Free Public Water Access Sites and Services

By David W. Lime, Curtis Schatz, Leo H. McAvoy, and David G. Pitt
University of Minnesota (1990)
ID: CD-FO-3925

Research Summaries No. 9

Available online at: www.msue.msu.edu/msue/imp/modtd/33840419.html

Recreational Boating: Lake Superior

By David W. Lime, Curtis Schatz, Leo H. McAvoy, and David G. Pitt
University of Minnesota (1989)
ID: CD-FO-3880

Research Summaries No. 5

Available online at: www.msue.msu.edu/msue/imp/modtd/33840107.html

Boating Patterns and Behavior

By Curtis Schatz, David Lime, Leo McAvoy, and David Pitt
University of Minnesota (1989)
ID: CD-FO-3809

Available online at: www.msue.msu.edu/msue/imp/modtd/33840421.html

Minnesota Boat Owners: A Summary of What They Are and What They Want

By David Lime, Leo McAvoy, David Pitt, and Curtis Schatz
University of Minnesota (1990)
ID: CD-FO-3940

This publication summarizes and highlights some of the most salient findings of the research conducted on Minnesota boat owners and what they want.

Available online at: www.msue.msu.edu/msue/imp/modtd/33842999.html

Boating Safety in Minnesota

By Leo H. McAvoy, David W. Lime, Curtis Schatz, and David G. Pitt
University of Minnesota (1990)
ID: CD-FO-3895

Research Summaries No. 8

Available online at: www.msue.msu.edu/msue/imp/modtd/33840420.html

Water Works Wonders Website

This website provides information on fishing, boating and caring for the water. The website also offers the opportunity to reach a national audience through their free listing.

<http://www.waterworkswonders.org/>

American SportFishing Association

The ASA is the official trade association for the sportfishing industry. The association is committed to ensuring healthy, sustainable fisheries, increasing participation through education and promotion and helping ASA member companies improve business. Their website contains current fishing statistics, news, and information on government affairs and their conservation programs.

Website: <http://www.asafishing.org/>

225 Reinekers Lane, Suite 420

Alexandria, VA 22314

Ph: (703) 519-9691

Email: info@asafishing.org

BoatingandFishing.com

This website provides news, magazines, links, and general information related to boating and fishing.

<http://www.boatingandfishing.com/>

Recreational Fisheries Program

National Marine Fisheries Service

The Recreational Fisheries program works to strengthen the management and conservation of marine resources. Their work involves efforts to improve fisheries conservation, provide more recreational fishing opportunities and to develop policies that work with recreational fisheries to protect endangered species.

Website: <http://www.nmfs.noaa.gov/irf/irf.html>

1315 East West Highway, 14th Floor

Silver Spring, MD 20910

Email: Miner@noaa.gov

Marine Recreational Statistics Survey Website

<http://www.st.nmfs.gov/st1/recreational/pubs.html>

Responsive Management

Responsive Management is a Virginia-based public opinion polling and survey research firm specializing in fisheries, wildlife, natural resource, outdoor recreation and environmental issues. Website:

<http://responsivemanagement.com/>

Dickinson Country Water Improvement Program Website

This website includes information on water improvement and a page of links.

<http://www.ikansas.com/~water/index.html>

G. Crops/Horiculture

Small-Scale Agriculture Alternatives

These are two-page information sheets that can be obtained by emailing:

san@nal.usda.gov or by calling (301) 504-6245.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

- Blueberries
- Brambles
- American Ginseng
- Dessert Vines
- Exotic Fruits
- Foliage Plants
- Herbs
- Northern Nut Growing
- Peppers
- Pumpkins
- Specialty Corns
- Specialty Flowers
- Specialty Mushrooms
- Specialty Potatoes
- Specialty Vegetables
- Strawberries
- Wildflowers
- Shiitake Mushrooms
- Mushrooms
- Asparagus

Kenaf. Go to: Yahoo.com and enter “kenaf in Mississippi” in the search feature. There is information on production and processing that is practical and economical.

Diversify Crops to Boost Profits and Stewardship

Sustainable Agriculture Network (SARE)

Available online at: <http://www.sare.org/diversify/>

Hardcopies available by calling, (301) 504-6559

Alternative Crops.

Compiled by: Karl R. Schneider

NAL, USDA (QB 96-11)

ISSN: 1052-5378

This publication contains 40 pages of references on the production and marketing of alternative crops. Available online at: <http://www.nal.usda.gov/afsic/sbjndstr.htm>.

Hardcopies available from the AFSIC

Ph: (301) 504-6559

Email: afsic@nal.usda.gov . .

Alternative Field Crops Manual

This field manual provides information on those crops and animals that are considered alternatives to traditional farm commodities.

Available at: <http://www.hort.purdue.edu/newcrop/default.html>

Alternative Agronomic Crops.

This publication addresses the alternative production methods, varieties, health, general management concerns, and other management considerations. References and a resource section are provided.

Available online at: <http://attra.ncat.org/attra-pub/altcrop.html>

We're Gonna Be Rich! Growing Specialty Cut Flowers for Market

Frank and Pamel Arnosky

Fairplain Publications

P.O.Box 3747

Lawrence, KS 66046

Ph: (785) 748-0609

Email: growing4market@earthlink.net

Sustainable Cut Flowers: A Horticulture Production Guide

Appropriate Technology Transfer for Rural Areas

By Lane Greer

February 2000

This publication is meant to be used as a complementary piece of information that concentrates on sustainable production techniques.

Available at: <http://www.attra.org/attra-pub/altcrop.html>

Lavender as an Alternative Farming Enterprise

Publication of the Appropriate Technology Transfer for Rural Areas

By Katherine L. Adam

February 2001

Available at: <http://www.attra.org/attra-pub/lavender.html#lavender>

Medicinal Herbs in the Garden, Field & Marketplace

By Lee Sturdivant and Tim Blakely

This is a guide written by two of America's foremost medicinal herb growers and entrepreneurs.

Cost: \$24.95 (plus shipping and handling)

Order from:

San Juan Naturals

PO Box 642P

Friday Harbor, WA 98250

Ph: 1-800-770-9070

Or visit: <http://www.bootstraps.com>

American Herb Products Association (AHPA)

The AHPA is the national trade association for the herbal supplement industry. Their mission is to promote the responsible commerce of herbal products.

Website: <http://www.ahpa.org/>

8484 Georgia Ave., Suite 370

Silver Spring, MD 20910

Ph: (301) 588-1171

Herb Growing and Marketing Network

Website: <http://www.herbworld.com>

PO Box 245

Silver Spring, PA 17575-0245

Ph: (717) 393-3295

Pennsylvania Hardy Kiwi Development & Marketing

By David J. Jackson Hardy Kiwi Developer/Grower

Kiwi Korner, 1707 Toby Run Road, Danville, PA 17821

This publication provides information on the hardy kiwi including site selection, frost protection, trellising, irrigation, pruning, diseases and pests, etc.

Transgenic Crops: An Environmental Assessment

Henry A. Wallace Center for Agricultural and Environmental Policy at Winrock International

This publication is a report based on a study conducted on the environmental effects of the genetically altered crops.

Available at: <http://www.winrock.org/Transgenic.pdf>

Greenhouse and Hydroponic Vegetable Production: Horticulture Resources

Appropriate Technology Transfer for Rural Areas

By Steve Diver and Sherry Sue Sparks (student intern)

February 2000

Available at: <http://www.attra.org/attra-pub/ghwebRL.html>

Commercial Vegetable Production Guides

Oregon State University

Available online at: <http://www.orst.edu/dept/NWREC/vegindex.html>

Chefs Head to Local Farmer's Market

Available at <http://www.restaurant.org/rusa/magArticle.cfm?ArticleID=233>

The New Farmers' Market: Farm-Fresh Ideas for Producers, Mangers and Communities

By Vance Corum, Marcie Rosenzweig, and Eric Gibson

Published by New World Publishing

For more information, go to:

<http://www.nwpub.net/nfm.html>

Cost: \$24.95 (plus shipping and handling)

Email: sanpubs@uvm.edu
Ph: (802) 656-0484

Around the World at Farmers' Market

By Steve Salt

This is a handbook for raising and marketing ethnic and old-fashioned vegetables, fruits, herbs, and mushrooms.

Cost: \$34.95 (plus shipping and handling)

Order from: Hagoth Press

RR 1, Box 263

Kirksville, MO 63501

Ph: (660) 332-7217

Fax: (660) 332-4434

Email: saltsgvf@istlaplata.net

Growing for Market: news and ideas for market gardeners

A monthly magazine for direct-market farmers.

Website: <http://www.growingformarket.com/>

Po Box 3747 Lawrence, KS 66046

Ph: (785) 748-0605 or 1-800-307-8949

Email: growin4market@earthlink.net

Backyard Market Gardening. The Entrepreneur's Guide to Selling What You Grow

by Andy Lee

Good Earth Publications (April 1995)

1702 Mountain View Road

Buena Vista, VA 24416

ISBN: 0962464805;

This book discusses how to sell quality garden produce to the public for fun and profit. The production side is discussed in less detail. The book is available from the publisher as well as from other common booksellers.

Northland Berry News

This is a quarterly publication aimed at "berrypreneurs."

Website: <http://www.berrynews.com/>

Cost: \$20 annually

595 Grand Avenue

St. Paul, MN 55102-2611

Ph: (651) 265-3413

Email: pmo@BerryNews.com

Leopold Center Offers New Look at Grapes, an Old Iowa Crop

A copy of the report the article is based on is available from:

Leopold Center

Ph: (515) 294 - 3711

Website <http://www.leopold.iastate.edu>

Biodynamic Farming and Gardening Association

The Biodynamic Farming and Gardening Association promotes and provides information about biodynamic farming and gardening. Their website provides publications, information about conferences, books, links and a website search engine.

Website: <http://www.biodynamics.com/>

Building 1002B, Thoreau Center, The Presidio

P.O. Box 29135

San Francisco, CA 94129-0135

Ph: (888) 516-7797

E-mail biodynamic@aol.com

Ohio Fruit and Vegetable Growers Congress and North American Farmers' Direct Marketing Conference Proceedings (Feb. 10 – 12, 2000)

Copies may be obtained by making a check for \$10.00 payable to the Ohio Fruit and Vegetable Growers Congress and mailing it to:

PO Box 479

Columbus, OH 43216

Midwest Small Fruit & Grape Net

This website provides information on management, commercial production, harvesting, and marketing of strawberries, raspberries, blackberries, high bush berries, and grapes. The website also contains links to newsletters, current research reports, market prices, and business reports. Additionally specialists in insect, disease, and weed control are available to answer questions through their Ask the Expert link.

<http://www.ag.ohio-state.edu/~sfgnet/>

Fruit and Nut Orchard Network

Oregon State University

This website is an information resource for fruit and nut growers. It provides information on various aspects of fruit and nut production, including consumer trends. It also provides journal abstracts, newsletters, research information, presentations, extension publications, miscellaneous resources, and a website search engine.

<http://www.orst.edu/dept/hort/orchardnet/>

UC Davis Fruit and Nut Research and Information Center

Website: <http://fruitsandnuts.ucdavis.edu/>

Dept. of Pomology

University of California

One Shields Ave.

Davis, CA 95616-8683

Ph: (530) 754-9708

Email: fruitsandnuts@ucdavis.edu

NC Fresh Connection

NC Fresh Connection is a campaign by the North Carolina Department of Agriculture & Consumer Services that works by linking buyers with NC produce growers, cooperatives and processors across the state who can supply seasonal fruits and vegetables.
<http://www.ncagr.com/freshconnect/index.htm>

Local Harvest

This website allows consumers all over the country to search for community supported agriculture (CSA), farmers' markets, farm stands, and U-pick farms in their area.
www.localharvest.org

South Dakota Master Gardener (Example)

This program offers instruction, in almost every state, that covers topics in: lawn care, selection and care of ornamental trees and shrubs, insect, disease, and weed control, safe use of pesticides, soils and plant nutrition, vegetable, fruit and flower gardening, plant propagation and herbaceous plants. In exchange for the training, participants are required to return 50 hours of volunteer time to their county extension program over the next two years.

Website: <http://hflp.sdstate.edu/mg/mg%20training%20info.htm>

David Graper

Box 2140A SDSU

Brookings, SD 57007

Ph: (605) 688-6253

Junior Master Gardener Program (JMG) (Example)

JMG is a program that conducts a variety of activities to teach children, in several states, about horticulture and environmental science. Their website is a great resource for kids. It provides information about their programs and how to participate, has an online store, and contains various links.

Website: <http://jmgkids.com/>

225 Horticulture/Forestry Bldg.

College Station, TX 77843-2134

Ph: (979) 845-8565

Email: jmg@tamu.edu

American Community Garden Association

The ACGA is a national nonprofit membership organization that supports community greening in urban and rural communities. Their website provides information on their programs and conferences, in addition to links to their publications.

Website: <http://www.communitygarden.org/>

100 N. 20th Street, 5th Floor

Philadelphia, PA 19103-1495

Ph: (215) 988-8785

Email: smccabe@pennhort.org

Hortline

Part of the MBG Kemper Center for Home Gardening Website, Hortline provides a web based 24 hour Help Desk for the home gardener.
<http://www.mobot.org/gardeninghelp/hortline/index.shtml>

American Mushroom Institute (AMI)

AMI is a national voluntary trade association that represents the growers, processors, and marketers of cultivated mushrooms in the United States.

Website: <http://www.americanmushroom.org/>

1284 Gap Newport Pike

Suite 2

Avandale, PA 19311

Ph: (202) 842-4344

Rodale Institute

The Rodale Institute's goal is to achieve a regenerative food system that renews and improves environmental and human health. Their website provides general information on regenerative farming and gardening, and regenerative science. The website also has an online bookstore.

Website: <http://www.rodaleinstitute.org>

Rodale Institute

611 Siegfriedale Road

Kutztown, PA 19530-9320

Ph: (610) 683-14000

Fax: (610) 683-8548

Email: info@rodaleinst.org

Eastern Native Seed Conservancy

The Conservancy is a non-profit organization that heads the Conservation and Regional Exchange by Seed Savers Heirloom Seed Conservation Project and the Native Seeds Project.

Website: <http://www.berkshire.net/ensc/seedmain.html>

PO Box 451

Great Barrington, Massachusetts 01230

Ph: (413) 229-8316

Email: natseeds@aol.com

Rohrer Seeds

This company sells seeds and horticultural products. You can find out more about the company and their products through their annual seed catalog or their website.

Website: <http://www.rohrerseeds.com/>

P. L. Rohrer & Bro., Inc.

P.O. Box 250

2472 Old Philadelphia Pike

Smoketown, PA 17576

Ph: (717) 299-2571 or (717) 299-5347

Email: info@rohrerseeds.com

Fedco

Fedco is a seed, organic supplies, trees and bulbs company that is organized as a cooperative. Their website allows you to order their products, or subscribe to receive their catalogues. They annually distribute three different catalogues: the Seeds, Tubers and Organic Growers Supply catalog, which is available in December, the Trees catalog, which is available in October, and the Bulbs catalog, which is available in June.

P.O. BOX 520-A

Waterville, ME 04901

Website: <http://www.fedcoseeds.com/>

Wildseed Farms

Wildseed Farms is the nation's largest working wildflower seed farm, where you can purchase wildflower seeds direct from the grower. Their catalog is available free, and can also be viewed on their website.

Website: <http://www.wildseedfarms.com>

Wildseed Farms, Inc.

P. O. Box 308

Eagle Lake, TX 77434

Ph: 1-800-848-0078

Community Harvest

Community Harvest is a nonprofit organization working to create a more local, sustainable food system in the Washington DC region.

Website: <http://www.goodfooddc.net/community.htm>

2437 15th St., NW

Washington, DC 20009

Ph: (202) 667-8875

Email: communityharvest@mindspring.com

Sunnyside Farms

Sunnyside Farms, located in an historic area of Virginia, produces and markets value-added products and offer educational tours of their farm. They also publish a newsletter, *Market News*.

Website: www.sunnysidefarms.com

P.O. Box 478

Washington, VA 22747

Ph: (540) 675-2627 or (540) 675-2095

Email: bill@sunnysidefarms.com

Greentree Naturals Website

This website offers information on the Greentree Naturals farm and what has helped them become more successful as a small acreage organic farm.

<http://www.greentreenaturals.com/>

Cornell Horticultural Business and Marketing Program

This program works to enhance the competitive position of the New York fruit, vegetable, and ornamental horticultural industry through targeted, curriculum-driven educational programs. Their website provides additional information on risk management.

Website: http://aem.cornell.edu/special_programs/hortmgt/index.htm

Ph: (607) 255-3688,

Email: wl32@cornell.edu

Organic Production: Recent Publications and Current Information Sources

NAL, USDA (SRB 96-07) 1996

The publication contains 30 pages of references on organic agricultural production.

Available online at: <http://www.nal.usda.gov/afsic/ofp/>

Hardcopies available from the Alternative Farming Systems Information Center (AFSIC)

Room 304, 10301 Baltimore Ave

Beltsville, MD 20705-2351

Ph: (301) 504-6559

Email: afsic@nal.usda.gov

The National Organic Program

Website: <http://www.ams.usda.gov/nop/>

Richard Mathews

Program Manager

Room 4008-South Building

1400 and Independence Avenue, SW

Washington, DC 20250-0020

Ph: (202) 720-3252

Fax: (202) 205-7808

Email: NOPWebmaster@usda.gov

Organic Farming Research Foundation (OFRF)

The OFRF is a nonprofit organization dedicated to funding research related to organic farming and educating the public about organic farming and organic farming issues.

Website: <http://www.ofrf.org/>

P.O. Box 440

Santa Cruz, CA 95061

Ph: (831) 426-6606

Email: research@ofrf.org

Organic Trade Association (OTA)

OTA is a membership based business association that represents the organic industries in Canada, the United States, and Mexico. Members include growers, shippers, processors, certifiers, farmer associations, brokers, manufacturers, consultants, distributors and retailers. Their website provides news and information, online directories and a website search engine.

Website: <http://www.ota.com/>

PO Box 547
Greenfield, MA 01302
Shipping: 60 Wells Street
Greenfield, MA 01301
Ph: (413)-774-7511

North Florida Research and Education Center (NFREC) – Suwannee Valley

The NFREC provides crop-related information. Their website provides information on their workshops, programs, and on a variety of topics including vegetable, fruit and nut crops, organic production and irrigation, fertilizer and manure management.

Website: <http://nfrec-sv.ifas.ufl.edu/>

7580 County Road 136,

Live Oak, FL 32060

Ph: (386) 362-1725

Email: nfrec-sv@mail.ifas.ufl.edu

National Integrated Pest Management Network (NIPM)

The NIPM is dedicated to providing the latest and most accurate pest management information available on the World Wide Web.

<http://www.reeusda.gov/nipmn/>

How to Grow More Vegetables: than you ever thought possible on less than you can imagine.

This book is based on 30 years of experience and research on how to grow biointensive.

John Jeavons

Ten Speed Press

PO Box 7123

Berkeley, CA 94707

Ph: 800-841-2665

www.tenspeed.com

New Look at Grapes

Grapes has the potential for a value-added crop in Iowa.

Leopold Center, Ames, IA

Available in Resource Manual and at www.extension.agron.iastate.edu/sustag/information/newrelgrapes.htm.

Lavender As An Alternative Farming Enterprise

Lavender has a market as an agritourism product, an oil and other uses.

Available in Resource Manual and www.ATTRA.org

Ph: 800-346-9140

Pine Straw: Money Growing on Trees

AgVentures Magazine, February/March 2001

Ph: 888-474-6397

Chestnut Market Opportunities Link

www.foodmap.unl.edu/index.asp

H. Food Safety

Urban Agriculture and Community Food Security in the United States:

Farming from the City Center to the Urban Fringe

Available online at: <http://www.foodsecurity.org/urbanag.html>

Food Safety Begins on the Farm: A Grower's Guide

Copies of this book are available from the Cornell Good Agricultural Practices Program

Ph: (607) 254- 5383

Email: eab38@cornell.edu

Available online at:

<http://www.hort.cornell.edu/commercialvegetables/issues/foodsafety.html>

The Penn State Food Safety Website

Introducing Food Safety Throughout the Food System

This is a website created by the Department of Food Science that contains two databases with over 1300 links to online food safety resources.

<http://foodsafety.cas.psu.edu>

I. Apiary

Small Scale AG. Bees

A two-page information sheet can be obtained by mailing: san@nal.usda.gov or by calling (301) 504-6245.

Available in the Resource Manual at www.nrcs.usda.gov/technical/RESS/altenterprise or CD by contacting Jim Maetzold, 202-720-2307 or jim.maetzold@usda.gov

Bee Culture Magazine

<http://bee.airoot.com/beeculture/index.htm>

University of Montana Bee Alert Website

<http://biology.dbs.umt.edu/bees/default.htm>

Beehoo—the world's beekeeping directory

www.beehoo.com

Beekeepers References

www.hive-mind.com/bee/informational.asp

Beekeepers weblinks

<http://ourworld.compuserve.com/homepages/Beekeeping/weblinks.htm>

University of Nebraska Entomology and beekeeping website
<http://entomology.unl.edu/beekeepg>

BeeSource.com
www.beesource.com
(good resource)

Clemson University Apiculture and Pollination website
<http://entweb.clemson.edu/cuentres/eiis/apic/apic.htm>

University of Georgia Honey Bees and BeeKeeping website
www.ces.uga.edu/pubcd/b1045-w.html

Beekeeping in Rural Areas
www.idrc.ca/nayudamma/beekeeping_4e.html

www.ingenbees.com

International Bee Research Association
www.cardiff.ac.uk/ibra

Mid-Atlantic Apiculture Research and Extension Consortium
<http://maarec.cas.psu.edu>

National Honey Board
www.nhb.org

The Internet Apiculture and Beekeeping Archive
www.ibiblio.org/bees

Apiculture News (newsletter)
<http://entomology.ucdavis.edu/faculty/mussen/news.cfm>

Amercian Beekeeping Federation
www.abfnet.org

Some Books

Keeping Bees

BeeKeeping for Dummies

Hive Management: A seasonal guide for beekeepers

A New Starting Right with Bees: A Beginners Handbook on Beekeeping

*Beekeeping: A Practical Guide for the Novice Beekeeper Buying Bees,
Management, Rearing, Honey Production*

J. Non-farm/ Farm Residents

HandMade in America

HandMade in America is a nonprofit organization that promotes the craft of handmade objects and a means to sustainable community and economic development. See Chapter VII for table of contents

Website: <http://www.handmadeinamerica.org/>

PO Box 2089

Asheville, NC 28802

Ph: (828) 252-3121

Email: wncrafts@ail.com

Farms, Gardens & Countryside Trails of Western North Carolina

Backroads and scenic byways to some of the most beautiful farms and gardens in the Blue Ridge Mountains. See Chapter VII for table of contents.

Website: <http://www.handmadeinamerica.org/>

PO Box 2089

Asheville, NC 28802

Ph: (828) 252-3121

Email: wncrafts@ail.com

Worms for Composting:

This publication addresses the alternative production methods, varieties, health, general management concerns, and other management considerations. References and a resource section are provided. Available online at: <http://attra.ncat.org/attra-pub/vermicom.html>

Pellet Fuels Institute

The Pellet Fuels Institute is a trade association which represents the fuel preparation and clean burning technology of renewable bio-mass energy resources. Their webpage provides information on how pellet fuel is made, its features and benefits. It also provides information on pellet fuels manufacturers and suppliers, including a directory of important industry names and addresses.

Website: <http://www.pelletheat.org>

1601 North Kent Street, Suite 1001

Arlington, VA 22209

Ph: (703) 522-6778

Fax: (703) 522-0548

Email: pfimail@pelletheat.org

K. Education

A Farmer's Guide to Hosting Farm Visits for Children

By Market Cooking for Kids, A project of the Center for Urban Education about Sustainable Agriculture

Available at <http://www.sarep.ucdavis.edu/Grants/Reports/Kraus/97-36FarmersGuide.htm>

Old McDonald Farms

This is a farm that hosts a variety of educational and entertaining activities.

Website: <http://1000islands.com/mcfarm/oldmac.htm>

Willing Workers on Organic Farms (New Zealand)

This is a program in New Zealand that allows tourists or interested farmers to stay on their farm and learn organic farming methods by helping their hosts with the various projects they may be working on.

Website: <http://www.woof.co.nz/>

PO Box 1172

Nelson

New Zealand

Ph: 0064 3 544 9890

Email: support@woof.co.nz

The Pizza Farm

The goal of this operation is to take less than one acre of land and turn it into an education tool. It tells where food comes from and what it takes to produce it.

Website: www.pizzafarm.org

Ph: (800) 557-1222

Email: pizzafarmer@psnw.com

USDA Ag in the Classroom (AITC)

AITC is a program coordinated by the USDA that helps students gain awareness of the role of agriculture in both the economy and society. Ag in the Classroom programs are carried out in each state according to state needs and interest. Their website provides information on the various state programs, teacher resources, and an informational website specifically designed for kids.

Website: <http://www.agclassroom.org/>

United States Department of Agriculture

1400 Independence Avenue S.W.

Agriculture in the Classroom

Stop 2251

Washington, D.C. 20250-2251.

Ph: (202) 720-7925

E-mail: kcullinan@intranet.reeusda.gov

Food Guide Pyramid for Young Children: A Daily Guide for 2-to-6 Year Olds

USDA, Food and Nutrition Service

www.fns.usda.gov

The Food System: Building Youth Awareness through Involvement and Edible Connections: A Planning Guide for Conducting a Food Communications Forum.

This publication is a 142-page guidebook that introduces educators and youth to the concept of the food system. Edible Connections is a publication and a video.

To order, go to: <http://pubs.cas.psu.edu/Pubs/agrs79.html>

The Most Populous Realm

Life about soil organisms

Available in Resource Manual

You Learn What You Eat: Cognition Meets Nutrition in Berkeley Schools

By David Sobel

Orion Magazine

Available at: http://www.oriononline.org/pages/oa/01-3oa/01-3oa_learn.html

Edible Schoolyard

Edible Schoolyard is a nonprofit organization that works with Martin Luther King Jr. middle school in Berkley, CA. Children who attend the middle school, plans and plants the edible gardens. Use this as another business idea.

Website: <http://www.edibleschoolyard.org/>

USDA Farmers Market Coloring Book

You can order a free copy at:

<http://www.ams.usda.gov/directmarketing/coloringbook.htm>

Orders for hardcopies of this publication are no longer available. Anyone may download and personalize the coloring book for their farmers' market, educator activity, direct market businesss, or agricultural association.

www.ams.usda.gov/directmarketing

New York Ag in the Classroom Program

Cornell University

Website: <http://www.cals.cornell.edu/dept/education/programs/AITC/index.htm>

Ph: (607) 255-9253

Email def4@cornell.edu

Massachusetts Ag in the Classroom Program Website

<http://www.aginclassroom.org/>

Kentucky Agriculture and Environment in the Classroom, Inc.

http://www.kyagr.com/enviro_out/education/programs/KAEC/index.htm

Wyoming Agriculture in the Classroom

Website: www.wyoagcenter.com/waic/classroom.html

2219 Carey Ave.

Cheyenne, WY 82002
Ph: 307-7776618
Fax: 307-7776593
Email: wyaic@state.wy.us

Maryland Agriculture Education Foundation (MAEF)

MAEF, Inc. is a nonprofit organization that, through various education programs, promotes and enhances understanding and appreciation of the importance of agricultural in our daily lives.

Website: <http://www.mdagintheclassroom.com/>
12985 Frederick Road, P.O. Box 409
West Friendship, MD 21794
Ph: (800) 205-9737 or (410) 489-9030
Email: admin@mdagintheclassroom.com

The Most Populous Soil

By Ellen Alperstein

This article is a brief, light-hearted look at the science of soil. It mentions the Field Museum's \$10 million exhibit called Underground Adventure. The exhibit is available online at: <http://www.fieldmuseum.org/ua/default.htm>

Dole's 5 a Day Adventure

This is Dole's effort to encourage good nutrition. Their website contains free educational support materials. They will provide a free CD Rom to educators.

Website: <http://www.dole5aday.com/>

Electronic Farm Website

This website contains an agricultural directory of small farms across the United States.
http://www.co.ha.md.us/economic_development/agriculture/maef.htm

Coalition for Education in the Outdoors

The coalition is a nonprofit network of outdoor and environmental education or related centers, educational institutions, fish and wildlife agencies and businesses who work together to support outdoor education. Their publication, the Taproot Journal features environment and outdoor news and reviews and a list of resources.

Website: <http://www.outdooredcoalition.org/>
State University of New York at Cortland
P.O. Box 2000, Park Center, Cortland NY 13045
Ph: (607) 753-4971
Email: info@outdooredcoalition.org

GreenWorks

GreenWorks, part of the Environmental Fund for Pennsylvania, is an organization that provides information on and grants for environmental conservation and awareness. Their website contains a search feature, an electronic newsletter, information on their grants

and programs, the largest collection of environmental videos available online, and an educational page for kids.

Website: <http://www.greenworks.tv>

Ph: 1-800-334-3190 or (215) 545-5880

Email: talktous@greenworks.tv

New York Harvest for New York Kids Week

This week, designated each year by the NY state assembly, is designed to encourage children, their schools and their families to purchase, consume and learn about local foods and agriculture.

NYS Assembly Task Force on Food

Farm and Nutrition Policy

Room 547 Capitol

Albany, NY 12248

Ph: (518) 455 5203

Email: sternr@assembly.state.ny.us

Books helpful for teaching children

Roots, Shoots, Buckets and Boots: Gardening Together with Children

By Sharon Lovejoy

Trowel and Error: Over 700 Tips, Remedies and Shortcuts for the Gardner

By Sharon Lovejoy

Hollyhock Days: Garden Adventures for the Young at Heart

By Sharon Lovejoy

Chapter IX: Success Stories

Success Stories--Agritourism, Direct Marketing, Education, Conservation and Agritainment

USDA/NRCS

This website contains links to interviews with 17 owners of successful alternative enterprises and agritourism businesses.

Available in Resource Manual or at:

<http://www.nrcs.usda.gov/technical/RESS/altenterprise/success.html>

Natural Resource Protection

SARE

This publication is a report on an interdisciplinary study showing that what's good for the wetland and the birds can also be good for a farmer's financial bottom line. The report

focuses on farmers that are already using the wetlands program to achieve this goal. It is in the “Ten Years of SARE” publication under the Natural Resources Protection section.

Available online at: www.sare.org

Hardcopies available from: (301) 504-6245.

The New American Farmer

Published by SARE

This publication contains interviews with 48 farmers and ranchers describing their sustainable farm operations.

Available at: <http://www.sare.org/newfarmer/>

Hardcopies (\$10) and CD-ROMs (\$5) available from:

210 Hills Building

University of Vermont

Burlington, VT 05405-0082

Ph: (802) 656-0484

Email: sanpubs@uvm.edu

Adding Value for Profit

Northwest Farm Credit Services

This article in the annual report issue features four producers that diversified to add value to their operations. These entrepreneurs are: customer focused, profit motivated, innovative and responsive, comfortable with change, strategic planners and effective communicators. See Chapter 8 for table of contents.

Available at www.farm-credit.com and going to the customer button where there are hyperlinks to their web sites. For copies contact

Ben Alexander

Sonoran Institute

201 S. Wallace Street

Bozeman, MT 59715

Ph: 406-587-7331

Greenbook 2003: Caring for the Land

Minnesota Department of Agriculture

This publication, updated annually, provides information on how farmers are adopting energy and sustainable agriculture alternative enterprises. The publication includes stories about how people are applying alternative sustainable enterprises. See Chapter 3 for table of contents.

Available online at: <http://www.mda.state.mn.us/ESAP/Greenbook2003/default.htm>

Hardcopies available from:

Ph: (651) 215-0367

Email: Alison.Fish@state.mn.us

USDA Small Farmer Success Story Bulletins

Available online at: <http://www.ams.usda.gov/tmd/mta/publications.htm>

Hardcopies are available from Dan Schofer at:

Ph: (202) 690-1170

Email: dan.schofer@usda.gov

Renewing the Countryside: Minnesota

Senior writers: Beth Waterhouse and Tim King

Institute for Agricultural and Trade Policy and the Great Plains Institute for Sustainable Development and the Northeast Minnesota Sustainable Development Partnership, University of Minnesota, 2001

This publication contains interviews with successful farmers, some of which have started their own alternative enterprises.

Available by calling 612-870-3472 or
www.mncountryside.org

Analyzing and Developing Marketing Strategies for Tennessee's Value-Added Agriculture: Using Case Studies to Enhance Success

Released by the Federal State Marketing Improvement Program

This study looks at various case studies of alternative agriculture businesses in Tennessee, with the purpose of providing farmers with information that will aid them in making decisions related to alternative agriculture.

Available at: <http://www.utextension.utk.edu/publications/pbfiles/PB1699.pdf>

The New Frontier of Ranching: Business Diversification and Land Stewardship

Sonoran Institute; June 2000

By Ben Alexander

This is an informational publication that discusses the benefits and methods of applying business diversification and land stewardship to ranching. Case studies are used to present the diversification possibilities. See Chapter 8 for table of contents.

This publication is available from:

Sonoran Institute
7650 E. Broadway Blvd., Suite 203
Tucson, AZ 85710
Ph: (520) 290-0828
www.sonoran.org

Sustainable Agriculture

NRCS Watershed Science Institute.

This publication contains four success stories that address sustainable agriculture and the productivity, environmental quality, socioeconomic viability of sustainable agriculture.

Available online at www.wsi.nrcs.usda.gov/products/sustainable-agriculture.html or call
Ph: (402) 437-5178 ext. 43

Email: saschmann@unl.serve.unl.edu

Sustainable Agriculture... Continuing to Grow: Proceedings of the "Farming and Ranching for Profit, Stewardship and Community Conference, March 7-9, 2000"

Western SARE

This publication contains the profiles of the speakers at a conference that addressed sustainable farms, disease, pests and weeds, sustainable ranches, marketing in a sustainable economy and sustaining agriculture. Farmers and ranchers made several presentations on how they are sustaining themselves through alternative enterprises. This gives the reader an understanding of what the speakers do and how they do it. The profiles and overview of the speakers are available online at: <http://wsare.usu.edu/> by clicking on the “publications” link. Or, hardcopies available at: (435) 797-2257 or wsare@mendel.usu.edu

Meeting the Diverse Needs of Limited-Resource Producers

Prepared by SARE.

This guide is intended to inspire agricultural educators to improve their outreach to limited-resource groups. The bulletin showcases nine successful examples across the nation, then points to more detailed resources on the subject.

Available online at www.sare.org/bulletin/limited-resource

Ph: 301-504-5230.

SARE 2003: Sustainable Agriculture Research and Education Program

This publication highlights 15 years of SARE activities by presenting the profiles of 12 projects that illustrate crop, livestock and marketing innovation tested by producers on and around their farms and ranches.

Available online

www.sare.org/highlight/2003 or

Ph: 301-504-5236

The Real Dirt: Farmers Tell about Organic and Low-Input Practices in the Northeast

Prepared by the Northeast Organic and Sustainable Farmers Network

Published by Sustainable Agriculture Research and Education (SARE)-SAN

This book is based on interviews with more than 60 farmers in eight states. It summarizes practical methods for ecological soil, pest, disease, crop, greenhouse, and livestock management. Available online at www.sare.org and click on publications. Or order at a cost of \$13.95 (plus shipping and handling).

Available from:

Sustainable Agriculture Publications

Hills Building, Room 210

University of Vermont

Burlington, VT 05405-0082

Ph: (802) 656-0484

The North Central Initiative for Farm Profitability- Case Studies Website

This website has links to a few of their case studies.

<http://www.farmprofitability.org/case.htm>

Horticultural Innovators: Case Studies of Seven Entrepreneurial Growers in New York

Published by Farming Alternatives

Copies are free and may be ordered from Farming Alternatives:

17 Warren Hall
Cornell University
Ithaca, NY 14850
Ph: (607) 255-9832
Email: jmp32@cornell.edu

Pastured Poultry.

This publication describes the experiences of 35 southern limited resource farmers who from 1996-99 participated in a project to produce and market pastured poultry. The publication includes information on pen-building, brooding, feeding, processing, marketing, legal matters, economics, and several other topics.

Available online at: <http://www.attra.org/attra-pub/pasturedpoultry.html>

Hardcopies are available by calling, 1-800-346-9140

Grass Farmers

By Allan Nation

This book contains 37 success stories that provide insight into how people are running their livestock operations.

Cost: \$23.50

Stockman Grass Farmer

PO Box 2300

Ridgeland, MS 39158-2300

Ph: 1-800-748-9608 or (601) 853-1861

Fax: (601) 853-8087

Community Forests: A Collection of Case Studies of Community Forestry

This publication was compiled by the Forest Community Research for the Seventh American Forest Congress Communities Committee

Available at: <http://fcresearch.org/cfbooktoc.html>

Stories Across America: Opportunities for Rural Tourism

Prepared by the National Trust for Historic Preservation

Published in 2001

See Chapter V for copy of abstract and table of contents. Available online at:

<http://www.nal.usda.gov/ric/ricpubs/stories.htm> or

calling USDA/NRCS at 202-720-2307.

Scenic Byways, Trails, and Corridors and Their Impacts

This publication is a fact sheet produced by the Great Lakes Sea Grant Network, Coastal Land Use Committee. It contains case studies of scenic byways, scenic trail systems, river and canal corridors, and special touring events.

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33520714.html>

Hardcopies available from Cornell University at a cost of \$0.50

Sharon Mullen, NY Sea Grant

SUNY Oswego,

Oswego, NY 13126

Developing Trails and Tourism on Private Lands in Texas: Case Studies on Existing Enterprises

Department of Recreation, Park and Tourism Sciences, Texas A&M

This publication discusses the use of trails and sponsoring of biking events as an income opportunity for ranchers. For more information, contact Scott Shafer 979-845-3837 or

Email: Sshafer@rpts.tamu.edu.

You can also order the publication online at:

http://texaserc.tamu.edu/catalog/topics/Recreation_and_Tourism.html

Share Your Heritage: Cultural Heritage Tourism Success Stories

Prepared by the National Trust for Historic Preservation

See Chapter VII for abstract and a copy of table of contents.

Cost: \$25

To order:

Ph: (202) 588-6296

Website: www.nthp.org.

Developing Trails and Tourism on Private Lands in Texas: Case Studies on Existing Enterprises

By C. Scott Shafer and Virginia Dilworth. The demand for outdoor recreational opportunities is growing rapidly. Texas landowners are discovering that developing trail-type tourism activities can be both profitable and rewarding. This publication features details about seven such enterprises, including tips for getting started, creating a desirable product, and developing partnerships to make such ventures more economical. (40 pp., 22 photos).

Department of Recreation, Park and Tourism Sciences. Texas A&M

Email: Sshafer@rpts.tamu.edu or at

http://texaserc.tamu.edu/catalog/topics/Recreation_and_Tourism.html

Evaluating Marketing Strategies for Small Farms in Mid-Atlantic Region

This is a 4-year collaborative effort among public and private organization to improve the viability of small farms in the Mid-Atlantic region. Study is looking at successes and challenges of "producer only" farmers' markets and CSA including a survey of shareholders. Check the web site for status of study and success stories.

www.smallfarmssuccess.info

Marketing Strategies for Farmers and Ranchers

SARE, USDA, CSREES.

This publication provides information about alternative value-added marketing strategies, case studies, and a list of resources that include websites, books and periodicals. The publication offers insight into marketing through farmers' markets, community-supported agriculture, and new cooperatives.

Available online at: <http://www.sare.org/market99/index.htm>

Hardcopies available by calling, (202) 720-5203

Small Farm Success Project

A coalition of land grant universities, USDA, and nonprofit organizations in the Mid-Atlantic region is dedicated to helping small and emerging farmers improve their financial success. With funding from the USDA's IFAFS (Initiative for Future Agricultural Food Systems) program, the coalition developed this initiative.

Available online at

www.smallfarmsuccess

Chapter X: Workshops

A. How to Organized Your Own Workshop

Criteria to Consider for Organizing an Alternative Enterprises and Agritourism Workshop (A one-stop information workshop.)

Technical Note Draft, NRCS

This technical note suggests a committee structure, workshop structure and questions that need to be addressed at a one-day workshop.

Agritourism: A Farm Alternative.

This is a meeting agenda that provides an example of some of the topics that need to be addressed at a workshop. For more information about how this meeting was organized and received, contact, Caragh Fitzgerald, Extension Educator, at (410) 313-2707 or James A. Maetzold at (202) 720-2307.

Enhancing Income through Alternative Enterprise and Tourism

This is a meeting agenda that provides an example of some of the topics that need to be addressed at a workshop. For more information about how this meeting was organized and received, contact Paul Wellman, RC&D Coordinator.

Ph: 701-352-0127

Agriculture in West Kentucky: It Just Keeps CROPPING Up!

This is an example of another meeting agenda and a list of sponsors.

Contact West Kentucky Corporation at 270-781-6858.

Agritourism Conference

Missouri Department of Agriculture sponsors one-day workshop conferences throughout the state on a regular basis.

Contact

Pam Wiggins

Ag Innovation Center

Missouri Department of Agriculture

1714 Prospect Drive

PO Box 276

Macon, MO 63552
Ph: 660-385-6553
Email: pam_wiggins@mail.mda.state.mo.us

B. Annual Workshops

Marketplace of Ideas

Marketplace of Ideas is sponsored by the Governor and state senator to promote small business development in North Dakota. This is a conference of workshops for farmers other entrepreneurs. Over 100 concurrent sessions are held in one day.

Website: <http://www.marketplaceofideas.org/>

411 Main Street West

Mandan, ND 58554-3164

Ph: 1-888-384-8410 (US Toll-free) or (701) 663-0150

Fax: (701) 663-1032

Email: kippasso@btinet.net

NY Farms! Annual Meeting

PO Box 1491

Auburn, NY 13021-9267

Ph: (315) 255 – 9267

Email: nyfarms@baldcom.net

Garlic and Arts Festival

This festival features various artists and craftspeople and various garlic-related activities. For more information, visit their website at: <http://www.seedsofsolidarity.org/1garlic.htm>

Pennsylvania Association for Sustainable Agriculture

An annual 3-day meeting held each February at State College, PA with over 1100 attending 40 concurrent sessions. A good example of the diversity in a program.

Web site: www.pasafarming.org

Ph: 814-349-9856

North American Farmers Direct Marketing Association

An annual meeting is held each year in different region of the country. A week long conference with a three-day bus tour visiting direct marketers and agritourism farmers/ranchers, a one-day of workshops and a two-conference. Attended by 900 to 1100 entrepreneurs involved in direct marketing and agritourism.

Web site: www.nafdma.org

Ph: 888-884-9270

Mid-Atlantic Direct Marketing Conference

An annual meeting is held each year in late February in the Mid-Atlantic region.

Web site: www.madmc.com

Ph: Cathy Belcher at 804-371-4046

USDA Agricultural Marketing Workshops

This webpage contains announcements of USDA marketing workshops geared towards farmers. The announcement includes information on lodging and registration for the workshops.

<http://marketingoutreach.usda.gov/info/index.htm>

Small Farm Center, University of California, Davis

An annual agritourism conference is held each year.

Web site: www.sfc.ucdavis.edu

Ph: Desmond Jolly at 530-752-7774

University of Illinois' Agritourism Workshop Website

This website offers information on the agritourism and provides a number of web-based workshops that address with agritourism and direct and value added marketing.

<http://www.leisurestudies.uiuc.edu/agritourism/>

Midwest Value Added Agriculture Conference

This annual direct marketing, value added, and agritourism conference is held in January in Eau Claire, WI. It is coordinated by the River Country RC&D Council, Inc.

Web site: www.rivercountryrcd.org

Ph: 715-834-9672

Future Harvest: Farming for Profit and Stewardship

This is an example of an annual conference where the focus is on sustaining the family farm and the environment through alternative enterprises and agritourism. It is held in the mid-Atlantic region.

Web site: www.futureharvestcasa.org

Ph: 410-604-2681

Small Farm Conference

USDA/CSREES

Table of Contents for the "Proceedings of the Third Small Farm Conference" are in the Resource Manual to show subject matter presented at these conferences. For complete proceedings go to www.reeusda.gov/smallfarm or contact

Denis Ebodaghe

USDA/CSREES

Stop2220

1400Independence Ave, S.W.

Washington, DC 20250

Phone: 202-401-4385

Email: debodaghe@reeusda.gov

Chapter XI: Trends and Data

National Survey on Recreation and the Environment: 2000-2003

A national survey, taken every 5 years, began in the 1950's. Today, an Interagency National Survey Consortium, coordinated by the USDA Forest Service; Outdoor Recreation, Wilderness and Demographics Trends Research Group, Athens, GA and The Human Dimensions Research Laboratory, University of Tennessee, Knoxville, TN conducts the survey and completes the analysis.

This report contains the only national statistics on agritourism activities. It is estimated that 63 million American visit a farm to-- pick their own food, milk a cow, shop at a country store, learn about food, have fun in a corn maze or pick their pumpkin.

More information available at www.srs.fs.fed.us/trends or contact

Gary Green

USDA Forest Service

320 Green Street

Athens, GA 30602

Ph: 706-559-4269

Rural landowner liability for recreational injuries: Myths, perceptions, and realities

B.A. Wright, R. A. Kaiser, and S. Nicholls

This article reports the results of a survey of 637 appellate court cases heard since 1965. Landowners' perceptions of liability are not commensurate with the reality of legal risks.

Available in Resource Manual (Chapter XIV) or

Journal of Soil and Water Conservation, May, June, July 2002 Volume 57, Number 3, pp183-191.

Wildlife and the American Mind: Public Opinion on and Attitudes toward Fish and Wildlife Management

By Mark Duda

Responsive, Management

This is an 800-page book containing results of more than 300 surveys. It presents recommendations, strategies on how to utilize this information to enhance fish and wildlife management programs and policies, as well as how to more effectively manage hunting, fishing, and wildlife watching programs.

130 Franklin Street

P.O. Box 389

Harrisonburg, VA 22801

Ph: (540) 432-1888.

Oregon Outdoor Recreation: Profile and Economic Impacts

Oregon Tourism Commission

This report focuses on the economic impact of the recreation activities most associated with Oregon's natural resources, in particular the relatively active recreation that draws most directly on resource location in rural areas. See Chapter XI for study summary.

Available from
Dean Runyan Associates
815 SW Second Avenue, Suite 620
Portland, OR 97204 or call 503-226-2973 or www.dra-research.com

Adventure Travel: Profile of a Growing Market

Tourism Industry Association of America

Results of a 1994 survey.

Order report from

Travel Industry Association of America

1100 New York Avenue, NW, Suite 450

Washington, DC 20005

Ph: 202-408-8422

Sustainable Agriculture: Making Money, Making Sense

This publication is a review based on a study of the economics of sustainable agriculture released by Food Routes (previously Fires of Hope) and the Institute of Agriculture and Trade Policy. The review shows that farmers who use sustainable practices make a larger profit in the marketplace than growers who rely solely on conventional methods.

Available at: <http://www.firesofhope.org/Fires.pdf>

Multiple Benefits of Agriculture Analysis

This publication is a report based on a study released by the Land Stewardship Project of Minnesota

Available online at: http://www.landstewardshipproject.org/pr/newsr_011113.html

Core Conservation Practices: Adoption Barriers Perceived by Small and Limited Resource Farmers

Bulletin 646

By Joseph J. Molinar, Annette Bitto, and Gail Brant

Alabama Agricultural Experiment Station; Auburn University (May 2001)

It identifies barriers to the adoption of the “Core-4” practices, summarizes findings from a survey of 834 small and limited resource farmers in Alabama, Georgia, and Mississippi, and lists suggested NRCS actions based on key study findings.

Available from the Social Science Institute (2002 Product Catalogue, available online at: http://www.ssi.nrcs.usda.gov/ssi/B_Stories/4_Misc/SSIProducts2002.pdf)

Social Sciences Institute (SSI)

1550 East Beltline Ave., Suite 245

Grand Rapids, MI 49506

Ph: (616) 942-1503

Email: ssinter2@po.nrcs.usda.gov .

Econdata.net

This website lists the 10 best web sites for economic data.

http://www.econdata.net/content_tenbest.html

Earthtrends Website

This online resource is an environmental almanac compiled by the World Resource Institute of data from more than 140 countries plus regional and global trends.
<http://earthtrends.wri.org/>

Tourism Industry Association of America

This association collects and analyzes tourism data that affects tourism in the United States.

Web site: www.tia.org

Office of Travel and Tourism Industries, Department of Commerce

This agency surveys and analysis inbound and outbound travelers for U.S. tourism industries. Free email newsletters are available. Reports and trends data are readily available online at

<http://tinet.ita.doc.gov>

World Resources Institute

The World Resources Institute provides information on the trends in population, food and water security, consumption and waste, energy use and climate change. Their website contains more information on the center and their research, including their recent publications.

Website: <http://www.wri.org>

10 G Street, NE (Suite 800)

Washington, DC 20002 USA

Ph: (202) 729-7600

USGS Water Quality Data Warehouse

This website provides online access to extensive water quality data collected by the US Geological Survey National Water-Quality Assessment Program.

http://orxddwimdn.er.usgs.gov/servlet/page?_pageid=543&_dad=portal30&_schema=PORTAL30

The Economic Research Service Website

This website has links to the land values for all U.S. counties (1850 – 1992)

<http://www.ers.usda.gov/data/sdp/view.asp?f=land/87012>

Economic Research Service State Fact Sheets

State fact sheets provide information on population, employment, income, farm characteristics, and farm financial indicators for each state in the U.S.

Available at: <http://www.ers.usda.gov/StateFacts>

Economic Research Service, USDA website

Data for major land uses from 1945 - 97

<http://www.ers.usda.gov/data/majorlanduses/>

Marine Recreational Statistics Survey Website

<http://www.st.nmfs.gov/st1/recreational/pubs.html>

Statistical Resources on the Web

<http://www.lib.umich.edu/govdocs/stag.html>

Structural and Financial Characteristics of US Farms: 2001 Family Farm Report

Released by the Economic Research Service

Available at: <http://www.ers.usda.gov/publications/aib768/>

Wildlife Resource Trends in the United States

By Curtis H. Flather, Stephen J. Brady, and Michael S. Knowles

This publication is a technical document that supports the 2000 USDA Forest Service RPA Assessment. Copies may be ordered by sending your mailing information in label form (please send the publication title and number) to:

Rocky Mountain Research Station

3825 e. Mulberry Street

Fort Collins, CO 80524-8597

Ph: (970) 498-1719

Email: rschneider/rmrs@fs.fed.us

Trends for 21st Century Dairies Pg. 11-14

AgVentures magazine Dec00/Jan2001

Barbara Berst

Rural Conditions and Trends

Rural Conditions and Trends is a journal published three times a year by the USDA's Economic Research Service. For subscription information call ERS-NASS at:

1-800-999-6779

Perceptions of Rural America: Congressional Perspectives

W.K. Kellogg Foundation

This is a report based on the results of a congressional study on the perceptions of rural American and public policy. The study was conducted by the Greenberg Quinlan Rosner research firm and the Greener and Hook consulting firm, and consisted of 20-30 minute, interviews with 26 members of Congress.

Available at: <http://www.wkkf.org/Pubs/FoodRur/Pub3699.PDF>

Vermont Tourism Data Center

Website: <http://snr.uvm.edu/vt/dc/>

219B George d. Aiken Center

University of Vermont

Burlington, VT 05405

Ph: 802-656-0623

Louisiana Tourism Data Resources

<http://www.latour.lsu.edu/>

American Recreation Coalition

The ARC conducts research on topics that related to outdoor recreation trends. Their website provides fact sheets, news releases, survey and research results, a calendar of their events and other recreation links.

Website: www.funoutdoors.com

1225 New York Avenue NW, Suite 450

Washington, DC 20005

Ph (202) 682-9530

Email: arc@funoutdoors.com

Outdoor Recreation in American Life: A National Assessment of Demand and Supply Trends

This is a report that contains information about research and surveys conducted in the area of outdoor recreation in America. The US Forest Service has leadership in collecting and analyzing the data. The complete report is available from Sagamore Publishing.

Website: www.sagamorepub.com

Ph: (800) 327-5557

Food and Agriculture: Consumer Trends and Opportunities

By Betty King, Janet Tietzen and Steven Vickner

University of Kentucky (IP 58A – IP 58F)

This is a series of publications that describe the trends in consumption, nutrition, health, lifestyle, and marketing for the agricultural economy in general, and for the grain, vegetable, fruit, dairy, protein foods, and fats, oils and sweets sector of the agricultural economy. Links to each of the publications that is part of the series are available online at: <http://agebb.missouri.edu/mac/links/linkview2.asp?catnum=1067&alpha=L>

Nature-Oriented Visitors and their Expenditures: Upper San Pedro Valley

Agricultural and Resource Economics

University of Arizona, Tucson Arizona

By Patricia Orr and Dr. Bonnie Colby

February 2002

This is a report based on a survey administered to 843 visitors to key birding sites in the upper San Pedro River Basin. The report summarizes the demographics, travel patterns, and local expenditures of these visitors.

Available online at: http://ag.arizona.edu/AREC/pubs/san_pedro_report.pdf

Upper Mississippi River System Visitors Spending Profiles

This website provides the results of the Upper Mississippi River System Visitor Spending Profile Survey. The survey, conducted through personal interviews on site, asked visitors to the upper Mississippi river system area for information on their trip expenditure.

<http://www.msu.edu/user/changwe4/spend/umrsmain.htm>

Highlights from the From Farm to Table: Making the Connection in the Mid-Atlantic Food System

This website contains highlights from a report that summarizes the food system of the Mid-Atlantic U.S. by assessing the production, distribution and consumption components of the fresh fruit and vegetable industry.

<http://www.clagettfarm.org/fromfarmtotable.html>

What is the Public Doing for Recreation? NRCS

This report is based on some of the work of the American Recreation Coalition.

For the latest information go to:

www.funoutdoors.com

Agritourism and Recreation Trends—Today and in 2050

This information sheet is based speeches and survey information.

Available in the Resource Manual which is on CD and on the web.

Outdoor Recreation Trends, Private Land Use Opportunities, Potential Benefits and Natural Resource Conservation Attitudes, 1994-95, NRCS

This report (in Resource Manual) is based upon a survey of 13,000 farmers and ranchers. The full report is in “Outdoor Recreation in American Life: A National Assessment of Demand and Supply Trends.”

Available from www.sagamorepub.com or

Ph: (800) 327-5557

Agriculture/Alternative Enterprise Opportunities, Benefits, Barriers and Recommendations: Results of an Agritourism and Natural Resources Forum, NRCS

This forum was held in January 1997. The report summarizes the views of a group of stakeholders. It reports the stakeholders views on opportunities, benefits, barriers and their recommendations.

Available in the Resource Manual on CD or the web.

Implications of U.S. Population Growth for Recreational Fishing
and companion report

A Social and Demographic Examination of Fishing Participation

Published by US Fish and Wildlife Service

Available from

U. S. Fish and Wildlife Service

National Conservation Training Center

Publications Unit

Rt. 1, Box 166

Shepherd Grade Road

Shepherdstown, WV 25443

National Survey of Fishing, Hunting, and Wildlife-Associated Recreation
U.S. Fish and Wildlife Service

Available online at

http://fa.r9.fws.gov/surveys/surveys.html#survey_reports

Hardcopies or CD's are available by contacting

U. S. Fish and Wildlife Service

National Conservation Training Center

Publications Unit

Rt. 1, Box 166

Shepherd Grade Road

Shepherdstown, WV 25443

Ph: 304-876-7659

Email: john_fisher@fws.gov

Ponds in the United States

http://corps_geol.usace.army.mil/hq.html

Chapter XII: Decision Making and Business Planning

Note: Several types of information are needed to develop a business plan. To keep the volume of information in a manageable form, the material has been divided into Chapter XII-Decision Making and Business Planning; Chapter XIII- Regulations and Legal Concerns; Chapter XIV-Liability Insurance; Chapter XV-Marketing; and Chapter XVI-Funding and Assistance Programs. It is necessary to review all of the chapters when developing a comprehensive business and marketing plan.

A. General

The New Frontier of Ranching: Business Diversification and Land Stewardship

Sonoran Institute; June 2000

By Ben Alexander

This is an informational publication that discusses the benefits and methods of applying business diversification and land stewardship to ranching. Case studies are used to present the diversification possibilities. See Chapter IX for table of contents.

This publication is available from:

Sonoran Institute

7650 E. Broadway Blvd., Suite 203

Tucson, AZ 85710

Ph: (520) 290-0828

Email: sonoran@sonoran.org

www.sonoran.org

Landowner's Survival Guide: Resources for Agricultural Landowners in MD, VA, and WV

Future Harvest – CASA

This is a new 62-page guide that highlights resources on a variety of production, marketing, stewardship and conservation topics. Each chapter includes general information about grants and financial assistance, publications, people who can help, and web/internet resources. See Chapter I for table of contents.

Cost: \$5.00 (free for Future Harvest-CASA members)

Available from Future Harvest-CASA

Website: www.futureharvestcasa.org

106 Market Court

Stevensville, MD 21666

Ph: (410) 604-2689

Email: fhcasa@verizon.net

Guide to Evaluating and Choosing a Natural Resource-Based Enterprise

By Jonathan S. Kays, Maryland Cooperative Extension

Available in the Resource Manual or contact

Jonathan Kays,

Western Maryland Research and Education Center

18330 Keedysville Road

Keedysville, MD 21756

Ph: 301-432-2767 ext 323

The Feasibility of Agricultural Alternatives (Updated June 1996)

Forrest Stegelin, Extension Agribusiness Economist, University of Kentucky

This publication is a detail, 11-page, 12 step outline of what needs to be considered in developing an alternative enterprise.

Available in Resource Manual or call

Ph: 606-257-5762

How to Write a Business Plan

American Institute of Small Business

This publication discusses what a business plan is, what a business plan should contain and why one should write a business plan. It also provides an example of a completed business plan.

Available online at: www.bizoffice.com/library/files/bus_plan.txt

Business Plan Checklist

This publication provides a checklist of what should be included in an effective business plan.

Available online at: www.bizoffice.com/library/files/check.txt

Business Plan Outline

This outline is designed to assist you in creating a business plan.

Available online at: www.bizoffice.com/library/files/myplan.txt

Ranking of Various Obstacles Facing Farm and Rural Entrepreneurs.

Source unknown

This is a bar chart shows the results of research about obstacles faced by farm and rural entrepreneurs. The chart is provided in this toolkit.

Evaluating a Rural Enterprise: Marketing and Business Guide

Appropriate Technology Transfer for Rural Areas

By Preston Sullivan and Lane Greer

May 2002

This publication is a guide for people who live in rural areas and want to extend their operation to new enterprises.

Available at: <http://www.attra.org/attra-pub/evalrural.html>

Ph: 800-346-9140

Rural Entrepreneurship News

This publication is the newsletter for the Center for Rural Entrepreneurship. It summarizes developments in the field of rural entrepreneurship

Website: <http://www.wkkf.org/Programming/NewsItem.asp?CID=4&ID=303>

Email: taina@ruraleship.org

Are You an Entrepreneur?

By Daile Tucker

This article discusses what personal characteristics are necessary to a successful entrepreneur.

Available online at: www.bizoffice.com/library/files/entrepreneur.txt

National Commission on Entrepreneurship (NCOE)

The NCOE is a resource for anyone interested in entrepreneurship and public policy.

Their website provides news, research reports and links.

Website: <http://www.ncoe.org/>

444 North Capital St., Suite 399

Washington, DC 20001

Ph: (202) 434-8060

Email: ncoe@sso.org

You Can Farm: The Entrepreneur's Guide to Start and Succeed in a Farming Enterprise

by Joel Salatin

Polyface Inc (June 1998)

ISBN: 0963810928

Joel Salatin uses his experiences on his own farm to provide information to anyone who is beginning a farming enterprise. See Chapter I for table of contents

Available form the publisher as well as from other common booksellers.

Ph: 540-885-3590

www.polyface.com

Making Your Small Farm Profitable

By Ron Macher,

Storey Books (November 1999)

ISBN: 1580171613;

This book discusses the development of new crops and markets, maximizing net profit per acre, and enterprise planning and management. It also provides a guide to equipment costs, operation costs, etc. See Chapter I for table of contents.

Available from the publisher as well as from other common booksellers

Web Site: www.smallfarmtoday.com

Ph: 573-687-3525

The Feasibility of Agricultural Alternatives (Updated June 1996).

Forrest Stegelin, Extension Agribusiness Economist, University of Kentucky

This publication is a detailed, 11-page, 12 step outline of what needs to be considered in developing an alternative enterprise.

Ph: (606) 257-5762

Is Your Agribusiness Project Feasible?

By Richard W. Schermerhorn

The University of Georgia College of Agricultural & Environmental Sciences/Cooperative Extension Service

This publication discusses feasibility issues for agribusinesses in Georgia.

Available online at: <http://www.ces.uga.edu/pubcd/b1066-w.html>

All of the fact sheets from the *Operating a Small Farm* series are available online at:

<http://www.agnr.umd.edu/users/frederick/pubs/>

- **Operating a Profitable Small Farm Fact Sheet 6**
Selecting an Enterprise
By Terry E. Pole
Published by the Maryland Cooperative Extension
University of Maryland College Park, Easter Shore
Available online at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm06.pdf>
- **Operating a Profitable Small Farm Fact Sheet 12**
Developing a Plan
By Terry E. Pole
Published by the Maryland Cooperative Extension
University of Maryland College Park, Easter Shore
Available at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm12.pdf>
- **Operating a Profitable Small Farm Fact Sheet 16**
Business Items
By Terry E. Pole
Published by the Maryland Cooperative Extension

University of Maryland College Park, Easter Shore

Available online at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm16.pdf>

- **Operating a Profitable Small Farm Fact Sheet 20**

High-Value Enterprises

By Terry E. Pole

Published by the Maryland Cooperative Extension

University of Maryland College Park, Easter Shore

Available online at:

<http://www.agnr.umd.edu/users/frederick/pubs/Opfarm20.pdf>

All the “Fact Sheets for Managing Agri-and Nature-Tourism Operations” are available on www.sfc.ucdavis.edu/agritourism/factsheets

- Creating a Business Plan
- Assessing Your Assets
- On-farm Customer Relations
- Conducting Farm and Ranch Tours

Agritourism Workshop

Bruce Wicks

This web-based workshop comprise of seven modules—agritourism/value-added, marketing ideas, why public travels, business planning, is the business for you, enterprise fit and risk/liability and ecommerce to added later.

Bruce Wicks

Ph: 217-333-6160

b-wicks@uiuc.edu

www.leisurestudies.uiuc.edu/agritourism

North Central Initiative for Small Farm Profitability

This initiative brings people from various different fields and works to identify, adapt and apply practical, science-based, market-driven strategies that work, and help improve the profitability and competitiveness of small to mid-sized farms.

Website: <http://www.farmprofitability.org>

Ken Wurdeman

University of Nebraska-Lincoln

58 Filley Hall, Lincoln NE 68583

Email: kwurdeman2@unl.edu

SmallFarms@USDA: *Creating Opportunities, Preserving Choices*

USDA

This web site is an information resource that provides council information, an Action Plan database, events, people, links, and other resources.

www.usda.gov/oce/smallfarm/sfhome.htm

www.itssimple.biz

This is a resource for small business and entrepreneurial development. It is a free internet resource. It was developed by a USDA SBIR grant. It is to include information about counseling and training opportunities in every state.

Farms, Communities, and Collaboration: A Guide to Resolving Farm-Neighbor Conflict

David Kay

This manual is a guide to resolving the kinds of conflicts that arise when farmers and nonfarmers live together in rural communities.

Available by down loading

www.cardi.cornell.edu/cd-toolbox/agreconomicdev/farms-conflict.htm or

email David Kay at dlk2@cornell.edu

Cultivating Farm, Neighbor, and Community Relations: Creative Approaches for Reducing Farm-Related Land-Use Conflicts

Cornell Department of Sociology

Copies available at

Cornell Instructional Materials Service (Catalog @ R202)

Department of Education

420 Kennedy Hall

Cornell University,

Ithaca, NY 14853

Ph: 607-255-9252

Email: VB17@cornell.edu

Entrepreneurship Resources

Economic Development Digest, November 2000

A list of 30 organizations that provide entrepreneurial assistance, training and assistance programs.

Available from the Economic Development Digest or this Resource Manual website of www.nrcs.usda.gov/technical/ress/altenterprise.

14 Survival Tips for Managing During Economic Downturns

April, 1995

Available online at: www.bizoffice.com/library/files/tips.txt

Financial Management For The Growing Business

By Bryan Ziegler – Indian Hills Community College

US Small Business Administration (SBA) EB-7

Available online at: <http://www.sba.gov/library/pubs/eb-7.pdf>

Management Issues for the Growing Business

This article provides information on how to effectively manage a growing business.

Available online at: www.bizoffice.com/library/files/man.txt

Strategic Planning For the Growing Business

By Michael L. PolICASTRO

US Small Business Administration

This publication discusses the importance of strategic planning for small and growing businesses.

Available online at: www.bizoffice.com/library/files/plan.txt

Introduction to Strategic Planning

US Small Business Administration

Available online at: www.bizoffice.com/library/files/statplan.txt

Holistic Management: A Whole-Farm Decision Making Framework

Fundamentals of Sustainable Agriculture

By Preston Sullivan

Appropriate Technology Transfer for Rural Areas (July 2001)

This publication serves as an introduction to holistic management and provides resources for further information. Holistic management is a decision making framework that aids in setting priorities and establishing goals.

Available online at: <http://www.attra.org/attra-pub/PDF/holistic.pdf>

Transferring Management in the Family-Owned Business

This article offers information intended to help family-owned businesses survive

Available online at: www.bizoffice.com/library/files/trans.txt

Growing New Farmers Service Provider Consortium

The GNF Consortium represents over 150 organizations committed to providing programs, services, and advocacy for the region's new farmers. The GNF also has grants for new programs available to members.

Website: <http://gnf.bigmindcatalyst.com>

Beginning Farmer Center

The Beginning Farmer Center, part of the Iowa State Extension Service, offers assistance to beginning farmers and established farmers that want to transition to a different form of agriculture.

Website: <http://www.extension.iastate.edu/bfc/>

Michael D. Duffy, Professor in Charge

ISU Department of Economics

560C Heady

Ames, Iowa 50011-1070

Ph: (515) 294-6160

Email: mduffy@iastate.edu

Farmer to Farmer Mentoring Program: Building Sustainable Farms Through Peer Relationships

Sponsored by the Regional Farm & Food Project

Website: <http://www.capital.net/~farmfood/FarmerToFarmer.htm>

148 Central Avenue, 2nd floor
Albany, NY 12206
(518) 472-6537
farmfood@capital.net

Iowa Organic Farming Mentor Program

Produced by Amelia Bright

This video outlines the structure of the program and highlights some of the successful practices of the mentor farmers. Available from Iowa Organic Farming Mentor Program:
610 South 4th Street
Fairfield, IA 52556
Cost: \$19.95

Iowa Organic Farming Mentor Program

This program links experienced organic farmers with those who are just beginning in the area of organic farming. For more information contact:

Francis Thicke
Radiance Dairy
1745 Brookville Road
515-472-8554
fthicke@kdsi.net

National Farm Transition Network

This Network supports programs that help create the opportunity for young people to begin a career in agriculture.

Website: <http://www.extension.iastate.edu/nftn/aboutnetw.html>

Email: jrbaker@iastate.edu

Women's Agricultural Network (WAgN)

WAgN works to increase the number of women that own and operate profitable farms and ag-related businesses. They offer a series of educational, technical assistance, and networking opportunities to achieve their purpose.

Website: <http://www.uvm.edu/~wagn/>

617 Comstock Road, Suite 5

Berlin, VT 05602

Ph: (802) 223-2389

Email wagn@zoo.uvm.edu

Cornell Horticultural Business and Marketing Program

This program works to enhance the competitive position of the New York fruit, vegetable, and ornamental horticultural industry through targeted, curriculum-driven educational programs. Their website provides additional information on risk management.

Website: http://aem.cornell.edu/special_programs/hortmgt/index.htm

Ph: (607) 255-3688,

Email: wl32@cornell.edu

4 Steps to Starting A Business

Texas Economic Development

This publication discusses four steps to starting a business: business structure and name, business tax responsibilities, business license and permits by business type, and business employer requirements.

Available online at: <http://www.tded.state.tx.us/guide/>

Checklist For Going Into Business

Available online at: www.bizoffice.com/library/files/chklist.txt

Setting Up a Home-Based Business

By Barbara Rowe

Indiana Agriculture in Transition

This publication is a guide for those who want to start a home-based business.

Available at: <http://www.agriculture.purdue.edu/agtransition/pubs/FF-12.html>

Life Advice About Running a Small Business

(1996)

This article offers advice for the small business owner.

Available online at: www.bizoffice.com/library/files/runsmlbz.txt

Record Keeping in a Small Business

By Donald L. Cordano.

US Small Business Administration (1991)

This article discusses appropriate record keeping for small businesses.

Available online at: www.bizoffice.com/library/files/record.txt

Small Business Development Centers

The Small Business Development Centers offer small business owners, low or no cost guidance and training in management fundamentals to help them make sound decisions for their business.

Website: <http://www.sbdc.unf.edu/>

Univ. of North Florida

1200 Alumni Dr.

Jacksonville, FL 32224-2678

Ph: (904) 620-2476 or 1-800-450-4624

Email: sbdcgnv@atlantic.net

Access Minnesota Main Street: *Electronic Commerce for Small Business*

University of Minnesota Extension Service

Access Minnesota Main Street is a project that teaches business people from six Minnesota communities about the potential for electronic commerce. Their course teaches people how to use the Internet as a business research tool, how to plan a website, and how to effectively promote a website.

Website: <http://www.extension.umn.edu/mainstreet/index.html>

Ph: 1-800-876-8636 or (612) 625-8776
Email: mainstreet@extension.umn.edu.

Pennsylvania Farm Link

Pennsylvania Farm Link has workshops and programs to aid farmers in the business and entrepreneurial aspects of their farms.

Website: <http://www.extension.iastate.edu/nftn/pa/>

Pennsylvania Farm Link

7208 A North Colebrook Road

Manheim, PA 17545

Ph: (717) 664-7077

Fax: (717) 664-7078

E-mail: pafarmlink@redrose.net

Cornerstone Farm Ventures

Cornerstone Farm Ventures is a small farm consulting business primarily focused on non-dairy agricultural enterprises.

Website: http://www.geocities.com/jr_mclaughlin/cornerstonefarm.html

242 Dan Main Rd

Norwich, NY 13815

Ph: 607-334-2833

Email: jrmclaughlin@juno.com

AgVenture Services

AgVenture Services is an agribusiness assistance program for start-up businesses and fledgling enterprises in Florida. They offer professional marketing and infrastructure assistance in bringing new products to market. AgVenture Services

Florida Department of Agriculture and Consumer Services

541 East Tennessee Street

Tallahassee, Florida 32308

Ph: (850) 487- 4322

Email: agvent@doacs.state.fl.us

AgVenture Services Business Plan Kit

By Florida Dept. of Agriculture

This publication contains information on how to turn agribusiness ideas into value-added business enterprises.

Cost \$50.

Available from: Les Harrison, Division of Marketing and Development

Ph: (850) 487-4322.

Horsepower: *Empowering the Farming Community*

Some of the new services being offered by Horsepower include: web design, industrial web initiatives, hosting, custom software development and a whole host of tools to integrate with your existing business systems that allow your organization to become more efficient, effective and profitable.

Website: <http://exchange.horsepower.com/welcome.asp>
Ph: (877) 544-7045

Farm Analysis Solution Tools

The Farm Analysis Solution Tools are a series of 24 computerized tools that aid farmers in farm risk and financial management.

Available at: <http://web.aces.uiuc.edu/farm.doc/finance/business.html>

E-Markets

E-Markets is a company that offers a variety of online tools designed eliminate barriers between buyers and sellers, enable information sharing across the agrifood value chain, and streamline back office processes.

<http://www.e-markets.com/>

Communicating for Agriculture and the Self-Employed, Inc

This is a nonprofit organization that brings self-employed people together for group discounts and shopping, affordable health insurance and legislative change. Their website is an information center that provides business advice, an online magazine that includes free classifieds, and a search feature.

Website: www.selfemployedcountry.org

112 E. Lincoln Avenue

P.O. Box 677, Fergus Falls, MN 56538

Ph: (218) 736-3241

The Organic Decision Workbook

Available at a cost of \$12.00 by contacting

Faye Butts

Ph: 607-254-7412

Email: fsb1@cornell.edu

B. Business Planning and Development Websites

Resource Manual contains 14 pages of websites.

C. Agricultural Alternative Agriculture and Agritourism Business Planning Guides

Taking the First Step: Agritourism and Alternative Enterprises Opportunity Identification Guide (Makeing the right decisions to sustain your farm or ranch and resources.)

This publication was prepared in response to requests from local advisors, farmers, and ranchers for a simple guide. A guide that would help identify alternative income-producing agricultural enterprises and agritourism opportunities. The requests stipulated that the guide be useful in developing business and marketing plans to help entrepreneurs reduce risk through diversification of farm and ranch enterprises.

See Chapter II for table of contents.

Starting a Small Business: The Feasibility Analysis

By Michael D. Reilly and Norman L. Millikin

Montana State University-Bozeman

College of Business (MT9510)

Available online at: <http://www.montana.edu/wwwpb/pubs/mt9510.pdf> or

<http://www.montana.edu/~wwwcommd/feasanal.htm>

A Guide for a Feasibility Study of Recreation Enterprises

By James E. Neal and John K. Trocke

Michigan State University Extension

Available online at: www.msue.msu.edu/imp/modtd/33119707.html

Tilling the Soil Of Opportunity: Nx LevelTM Guide for Agricultural Entrepreneurs

University of Nebraska, US WEST Foundation and SARE

This training course was developed by more than 15 business writers, producers and consultants involved in successful direct marketing of agricultural businesses. Topics covered include, assessing your resources, business planning and research, marketing, business management, legal considerations, and budgets and financial management. For information about courses in your area, call: 1-800-873-9378 or 1-800-328-2851

Sustaining Western Rural Landscapes, Lifestyles and Livelihoods: Agriculture Diversification Resource Guide

A product of a SARE professional development grant.

This guide is prepared for professionals who assist producers who are interested in diversifying their agricultural operations. The content of the guide is based on testimonials from agricultural producers and technical material from other sources with experience in diversified agriculture. Individual landowners may also find this guide very helpful. It contains worksheets to identify your resources and opportunities as well as worksheets for developing a business and marketing plan.

Available by calling

Boyd Byelich at 307-772-2015

Building A Sustainable Business: A Guide to Developing a Business Plan for Farms and Rural Businesses

Developed by Minnesota Institute for Sustainable Agriculture and co-published by The Sustainable Agriculture Network

Sustainable Agriculture Publications

210 Hills Building

University of Vermont

Burlington, VT 05405

Ph: 802-656-0484

Agritourism and Nature Tourism In California: A How-To-Manual for Farmers and Ranchers

Small Farm Center, University of California, Davis.

Hardcopies available at a cost of \$25.00 from
Small Farm Center
University of California
One Shields Avenue
Davis, CA 95616
Ph: 530-752-8136
www.sfc.ucdavis.edu

Agritainment: Farm and Ranch Recreation Resource Directory

North Dakota State Extension Service

This publication is a resource book containing information on getting started, marketing, business planning, insurance needs, legal considerations, health requirements, grants, loans and more. The 2002 revised version is available online at:

<http://www.ag.ndsu.nodak.edu/ced/resources/farmranch/introduction.htm>

Hardcopies available at a cost of \$20.00 from:

NDSU Extension Service

4023 N. State Street

Bismarck, ND. 58503

Ph: (701) 328-5134

Ca\$hing in on Business Opportunities: A Guide to Building a Home-Based and Micro Business Program

Southern Rural Development Center

This is a curriculum designed to be used by educators who work with home-based and micro businesses, but can be used by entrepreneurs as well. The 1,500 page curriculum is available in CD-ROM format.

Cost: \$49.95

Available from:

SRDC

Ph: (662) 325-3207

Fax: (662) 0325-8915

Email: cfleming@srdc.msstate.edu

South Dakota Farm and Ranch Vacation: Resource Directory

South Dakota Department of Tourism

This publication provides information on what steps to take when considering an agritourism or other added-value enterprises for a farm or ranch vacation. The focus is on South Dakota, but the steps are applicable anywhere.

Available from: South Dakota Tourism

711 E. Wells Avenue

Pierre, SD 57501

Fax: (605) 773-3256

Farming Alternatives: A Guide to Evaluating the Feasibility of New Farm-Based Enterprises.

Northeast Regional Agricultural Engineering Services (1988)

This publication was written for families and individuals interested in developing a new farm-based enterprise. It includes a resource list and worksheets that can be used to evaluate family goals, marketing, production, profitability, financial feasibility, and decision making. This publication received the blue-ribbon award from the American Society of Agricultural Engineers

Available from:

Instructional Materials Service

Cornell University

Ithaca, NY 14850

Ph: (607) 255-9252

Farm and Ranch Recreation Handbook

University of Wyoming

This 450 page handbook covers the inventory, planning, management and record keeping of a ranch or farm enterprise. It includes forms to be use in completing the individual steps necessary to develop a business. The rules and regulations of Wyoming are addressed in the handbook.

Available at

Website: www.uwyo.edu/ranchrecr

The Business of Ecotourism: The Complete Guide for Nature and Culture-Based Tourism Operations

By Carol Patterson

This is a tool that can be used to establish a viable and sustainable enterprise. It focuses on the planning, marketing, and operational requirements unique to ecotourism and provides practical advice so the new or experienced can succeed in this often challenging field.

Explorer's Guide Publishing

4843 Apperson Drive

Rhineland, WI 54501

Ph: 715-362-6029

Email: explore@newnorth.net

You Can Make Money from Your Arts and Crafts.

By Steve and Cindy Long

Mark Publishing (April 1988)

ASIN: 0937769045

This book describes the operation, management, marketing and planning of a wood crafts value-added business. Guidelines and principles put forth are readily applicable to agricultural value-added products. Available from Mark Publishing:

5400 Scotts Valley Drive

Scotts Valley, CA 95066

Ph: 1-800 622-7372

Getting Started in a Recreational Tourism Business

By George F. Smith

Michigan State University Extension
Tourism Education Materials
Available at: www.msue.msu.edu/imp/modtd/33510050.html

D. Bed and Breakfast

Town and Country Bed and Breakfast: Supplemental Income for Wyoming Families

By Susan J. Rottman and Jeff Powell

This publication addresses opening a business, facilities, guest relations, business management and marketing. It is available as the sixth chapter in the Farm and Ranch Recreation Handbook by S. Rottman and J. Powell. Online at:

http://uwadmnweb.uwyo.edu/RanchRecr/handbook/table_of_contents.htm

Hardcopies available from James A. Maetzold (202) 720-0132

Start and Run a Profitable Bed and Breakfast: Your Step-by-step Business Plan

Monica Taylor and Richard Taylor

Published by: Self Counsel Press (1992)

ISBN: 0889089892

This book discusses topics that include finances, business licenses and inspections, customer service, and advertising for bed and breakfasts. It takes into account the good and bad aspects of running a bed and breakfast. This book is available from the publisher as well as from other common booksellers.

Bed and Breakfast Worksheets: a collection of resources for aspiring innkeepers

By Eleanor Ames

This publication provides worksheets on being a good host, developing a business plan, family considerations, food service, rules and regulations, making a good impression, marketing issues, starting a bed and breakfast, start up costs, and zoning.

Available online at: <http://bandb.about.com/library/aspire/blwk-index.htm>

Starting a Bed and Breakfast in Michigan

By Phil Alexander and Judy Watson-Olson

Michigan State University (1989; revised 2002)

ID: E2143

Available online at: www.msue.msu.edu/msue/imp/modtd/33420042.html

Starting a Bed and Breakfast/Farm Vacation

By: Wanda Olson, Harold Alexander, and Barbara Koth

ID: CD-FO-3255 (1987)

Available online at: www.msue.msu.edu/msue/imp/modtd/33420030.html

Developing a Bed and Breakfast Business Plan Part I

By Robert Buchanan and Robert Espeseth

Publishing State: Illinois (1991)

ID: NCR273

This is a five part publication that discusses thirteen steps for developing a bed and breakfast business plan.

Available online at:

Part 1: www.msue.msu.edu/msue/imp/modtd/33420035.html

Part 2: www.msue.msu.edu/msue/imp/modtd/33420136.html

Part 3: www.msue.msu.edu/msue/imp/modtd/33420137.html

Part 4: www.msue.msu.edu/msue/imp/modtd/33420138.html

Part 5: www.msue.msu.edu/msue/imp/modtd/33420139.html

Management Through Figures in the Lodging Industry

By Robert W. McIntosh

Michigan State University Extension (1972); E0656

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33119706.html>

Business Management and Marketing: Bed and Breakfasts

By Edward L. Smith and Ann K. Smith

West Virginia University Extension Service

ID: R. D. No. 767

Available online at: www.msue.msu.edu/msue/imp/modtd/33420037.html

E. Rural Development

Your Guide to USDA's Rural Development-Related Activities.

Drafted by REACT

This publication contains funding sources and regional and state office names and telephone numbers.

Available from Jim Vancura, Ore-Cal RC&D

308 Main Street

Dorris, CA 96023

Ph: (530) 397-7463

Email: orecal@cot.net

USDA Rural Development, Rural Business Cooperative Service

www.rurdev.usda.gov/rbs

USDA Office of Community Development

<http://ocdweb.sc.egov.usda.gov/default.asp>

Cost & Revenue of Residential Development: an online workbook for local officials and citizens

This website is intended to help local officials and citizens use a basic Per Capita Multiplier model to examine potential residential developments in their community.

<http://cax.aers.psu.edu/residentialimpact/>

Advancing Rural America (March 2001)

This publication is a summary of efforts by the US Small Business Administration's Office of Advocacy to promote and support rural small business.

Available online at: http://www.sba.gov/advo/stats/rural_sb.pdf

Hardcopies available from: National Technical Information Service

5285 Port Royal Road

Springfield, VA 22161

From the Roots Up: Strengthening Organizational Capacity through Guided Self-Assessment

By Peter Gubbels and Catheryn Koss

Published by: World Neighbors (<http://www.wn.org>)

ISBN: 092716108

This is a field guide designed to help grassroots NGO's and community groups recognize their own potential, identify crucial issues for program and organizational development, and decide for themselves what actions to take.

Center for Applied Rural Innovation

University of Nebraska

Website: <http://cari.unl.edu/>

Ph: (402) 472-4138 or 1-800-328-2851

Rural Entrepreneurship and Small Business Development.

NAL, USDA (QB-93-38)

ISSN: 1052-5378

This publication contains 45 pages of reference material on rural development and businesses.

Available from:

USDA, National Agricultural Library, Document Delivery Branch, 6th Fl, 10301

Baltimore Blvd. NAL Bldg.

Beltsville, MD 20705.

Ph: (301) 504-5755

Corporation for Enterprise Development (CFED)

The CFED promotes asset-building and economic opportunity strategies that bring together community practice, public policy, and private markets in new and effective ways.

Website: <http://www.cfed.org/>

777 N Capitol St. NE

Suite 800

Washington DC 20002

Ph: (202) 408-9788

Fax: (202) 408-9793

Email: jmalkin@cfed.org

Northeast Center for Food Entrepreneurship (NCFE)

The NCFE promotes the sustainable economic development of rural communities by providing assistance to beginning and established food entrepreneurs.

Website: <http://www.nysaes.cornell.edu/necfe/>

Ph: (888) 624-6785

Fax: (315) 787-2274

Helping Non-Profits Help Themselves: Mary Reynolds Babcock Foundation Funds Organizational Development

Family Matters (vol.7 number 2)

Spring 2002

Available at:

<http://www.cof.org/newsroom/newsletters/familymatters/spring02/fmspring02.pdf>

Starting and Managing a Nonprofit Organization: A legal Guide

By Bruce R. Hopkins

Published by: John Wiley and Sons

ISBN: 0 471 39727 X

This book is a guide to non-profit law.

How to Form a Nonprofit Corporation: With Forms

By Mark Warda

Published by: Sphinx Press (January 2000)

ISBN: 1572480998

This book provides step by step information on how to form a nonprofit corporation.

How to Form a Nonprofit Corporation (5th edition)

By Anthony Mancuso

Published by: Nolo Press (April 2002)

ISBN: 0873378067

This book provides step-by-step information on how to form a nonprofit corporation in any state. The book includes necessary forms and information on state regulations.

The Nonprofit Handbook

By Joe Geiger

Published by: White Hat

ISBN: 0965365328

This book provides standardized policies and procedures applicable to practically every nonprofit organization.

Sector Interface

The Nonprofit Sector and Government: Clarifying the Relationship

Pamphlet published by the Aspen Institute

Free copies are available from:

Ph: (202) 736-2298

Email: guila.campanaro@aspeninstitute.org

NonProfitBooks

NonProfitBooks is an accounting software program designed to deal with the special issues of nonprofit accounting.

Available free at: <http://www.nonprofitbooks.com/>

Council on Foundations

The Council on Foundations is a membership organization of grant making foundations. Their website provides information on how to start a foundation, legal and government affairs, and conferences, as well as useful resources for foundations and foundation-related news.

Website: <http://www.cof.org/>

1828 L Street, NW

Washington, DC 20036

Ph: (202) 466-6512

The Foundation Center

The Foundation Center promotes public understanding of institutional philanthropy and helps grant seekers succeed. Their website is an excellent resource and provides information on forming nonprofit organizations, grant making, finding funders, and other related topics.

Website: <http://fdncenter.org/>

79 Fifth Avenue

New York, NY 10003

Ph: (212) 620-4230

Advancing Rural America: A summary of efforts by SBA's Office of Advocacy to promote and support rural small business.

Publication catalogs the Office of Advocacy recent efforts to address issues that affect rural small business and with the input of NRDP members, identifies areas of much needed future research.

Office of Advocacy, SBA

Available at www.sba.gov/advo or

Ph: 800-553-6847

F. Community Tourism

Feasibility of Agricultural and Community Based Tours

By Lewis, Andrew; Acton, Robert; Murphy, Jean

University of Wisconsin Extension (1992)

Available online at: www.msue.msu.edu/msue/imp/modtd/33832715.html

Feasibility Analysis in Tourism

By Gary R. Warnell

Tourism Information Series No. 5

Michigan State University

Chapter XIII: Regulations and Legal Concerns

Note: Several types of information are needed to develop a business plan. To keep the volume of information in a manageable form, the material has been divided into Chapter XII-Decision Making and Business Planning; Chapter XIII- Regulations and Legal Concerns; Chapter XIV-Liability Insurance; Chapter XV-Marketing; and Chapter XVI-Funding and Assistance Programs. It is necessary to review all of the chapters when developing a comprehensive business and marketing plan.

The Legal Guide for Direct Farm Marketing

Neil Hamilton, Drake Agricultural Law Center.

This book is intended for use as educational material to assist farmers, USDA employees, and other advisors in understanding the effect of various laws and regulations on direct farm marketing. The book is intended to provide general information and advice to help direct farm marketers and their advisors understand how the laws might apply to a particular situation. It also addresses liability insurance questions.

Available at:

Drake University Law Center

Des Moines, IA 50311

Ph: 515-271-2065

4 Steps to Starting A Business

Texas Economic Development

This publication discusses four steps to starting a business: business structure and name, business tax responsibilities, business license and permits by business type, and business employer requirements.

Available online at: <http://www.tded.state.tx.us/guide/>

Selecting an Organizational Structure For Your Business

By Marsha A. Goetting and Alice Mills Morrow

MontGuide Fact Sheet # 9708

Montana State University Extension Service (November 1998)

This publication describes the various types of business structure: sole proprietorship, partnership, corporation, and limited liability corporation.

Available online at: <http://www.montana.edu/wwwpb/pubs/mt9708.pdf> or

<http://www.montana.edu/wwwpb/pubs/mt9708.html>

Small Business Handbook: Laws, Regulations, and Technical Assistance Series

Office of the Assistant Secretary for Policy

Information compiled and organized by Mario DiStasio and Judson MacLaury
Available online at: www.bizoffice.com/library/files/smallbus.txt

NASDA Guide on State Regulations

The guide is designed to help farmers, ranchers, landowners and their consultants understand the effect environmental laws have on agricultural operations.

Available online at

www.nasda.org by clicking on NASDA Research Foundation and then click on “state by state guides...”

“Where do I find out about state regulations?”

The place to start is with your state department of agriculture. This website provides a list of state departments of agriculture:

[http:// www.ink.org/public/kda/stateags.html](http://www.ink.org/public/kda/stateags.html)

The Facts on US Farm Policy

The House of Agriculture Committee

This is a free 12 page booklet that provides detailed information on US farm policy and the 2002 Farm Bill.

Available online at: <http://agriculture.house.gov/fbfocus.pdf>

Farmer's Guide to Processing and Selling Meat or Poultry: What are the rules? Where are the contacts? and Who are the Regulators?

This publication is intended to assist farmers and their advisors in understanding regulations affecting the processing and sale of meat and poultry.

Available online at: http://lehigh.extension.psu.edu/Agriculture/Farmers_Guide.pdf

Hardcopies available from:

John Berry, Agricultural Marketing Educator

Lehigh County Cooperative Extension

4184 Dorney Park Road

Allentown, PA 18104

Ph: (610) 391-9840

Email: jwb15@psu.edu

A Wildlife Manager's Field Guide to the Farm Bill

A Wildlife Management Institute Report; 1997

By Donald F. McKenzie

This publication provides technical information and information on what programs are available to help manage wildlife private lands

Copies available from:

Wildlife Management Institute

1101 14th Street, NW, Suite 801

Washington, DC 20005

Ph: (202) 371-1808.

Agri-Environmental Policy at the Crossroads: Guideposts on a Changing Landscape

USDA Economic Research Service

Agricultural Economic Report Number 794

Available at: <http://www.ers.usda.gov/publications/aer794/aer794.pdf>

Hardcopies available from:

1-800-999-6779 (ask for AER 794)

Recreation and Tourism Policy, Objectives, and Responsibilities

NRCS General Manual 190-ECS (1997)

Available online at: http://policy.nrcs.usda.gov/scripts/lpsiis.dll/GMtxt/GM_190_409.htm

Community Rules

This book addresses farm viability issues. One of the chapters is devoted to local strategies for protecting working farms.

Available from: Conservation Law Foundation

Ph: 800-370-0697

Website: <http://www.cif.org>

The New Rules Project

The New Rules Project is dedicated to providing information on innovative public policies enacted around the world, and can be used in your community. Their website has a search engine where you can search through their database.

Website: <http://www.newrules.org>

1313 Fifth Street SE

Minneapolis, MN 55414

Ph: 612-379-3815

Fax: 612-379-3920

Email: bailey@ilsr.org

Bed and Breakfast Zoning: A Guide to Regulations

By Jim Huss, N. Brown, S. Huntington, and C. Ouverson

Iowa (1990)

ID: NCR358

Available online at: www.msue.msu.edu/msue/imp/modtd/33420043.html

Tips on Serving Patron With Special Needs

Coastal Tourism Accessibility Fact Sheet

By Linda L. Parks

New York Sea Grant Extension Program (1985)

Available online at: www.msue.msu.edu/imp/modtd/33810001.html

Local County Officials

The names and addresses for state food inspection officials are listed in FDA web site www.fda.gov/ora/fed-state/directorytable.htm. Contact your local county officials for guidance on how to obtain the necessary permits and requirements for your business.

Chapter XIV: Liability Insurance

Note: Several types of information are needed to develop a business plan. To keep the volume of information in a manageable form, the material has been divided into Chapter XII-Decision Making and Business Planning; Chapter XIII- Regulations and Legal Concerns; Chapter XIV-Liability Insurance; Chapter XV-Marketing; and Chapter XVI-Funding and Assistance Programs. It is necessary to review all of the chapters when developing a comprehensive business and marketing plan.

The Legal Guide for Direct Farm Marketing

Neil Hamilton, Drake Agricultural Law Center.

This book is intended for use as educational material to assist farmers, USDA employees, and other advisors in understanding the effect of various laws and regulations on direct farm marketing. The book is intended to provide general information and advice to help direct farm marketers and their advisors understand how the laws might apply to a particular situation. It also addresses liability insurance questions. See Chapter 13 for table of contents.

Available at:

Drake University Law Center

Des Moines, IA 50311

Ph: 515-271-2065

In The EYES of the LAW: Legal Issues Associated with Direct Farm Marketing

By UMN Extension Service

This publication has been developed to respond to producer concerns about the liability issue and steps they can take to reduce the risks. More information about the study can be obtained from Kent Gustafson at 612-624-4947.

Additional copies can be ordered through:

Minnesota Extension Service Distribution Center

405 Coffey Hall

1420 Eckles Avenue

St. Paul, MN 55108

Ph: 612-625-2207

Liability insurance: How much coverage do you really need?

Growing For Market, October 1995, Vol 4, No. 10

Available in Resource Manual.

Liability for Recreational Injuries on Private Lands: A National Assessment of Rural Landowners' Risk Exposure.

Ronald Kaiser, J.D., Department of Recreation, Parks and Tourism Sciences, Texas A&M University and Brett Wright, Center for Recreation Resources Policy, George Mason University. This study purpose was to establish the reality of the liability problem of letting the public on your land for recreation purposes. A review state by state cases

was completed and the type of insurance carried by landowners was studied. Complete 150- page report is available or summary of the study as noted next:
Contacting Jim Maetzold, 202-720-0132 or email at jim.maetzold@usda.gov

Rural landowner liability for recreational injuries: Myths, perceptions, and realities

B.A. Wright, R. A. Kaiser, and S. Nicholls

This article reports the results of a survey of 637 appellate court cases heard since 1965. Landowners' perceptions of liability are not commensurate with the reality of legal risks. Available in Resource Manual, Journal of Soil and Water Conservation, May, June, July 2002 Volume 57, Number 3, pp183-191 or
Available online at: www.swcs.org/t_pubs_journals_archives_MayJune2002.htm

Understanding Farmers Comprehensive Personal Liability Policy: A Guide for Farmers, Attorneys and Insurance Agents.

By John D. Copeland

National Center for Agricultural Law Research and Information

This book, written in question and answer format, contains information about how the common farm liability policy is interpreted.

Available from the National Center for Agricultural Law:

University of Arkansas, School of Law

Fayetteville, AR 72701

Ph: (501) 575-7646

Eight Strategies for Avoiding Liability: Understanding the Causes of Liability Can Help Avoid It

By Julie Fershtman

This article discusses eight strategies for avoiding liability.

Available online at: <http://horses.about.com/cs/management/a/eqliabilit367.htm>

Recreational Access To Private Lands: Liability Problems and Solutions (2nd ed.)

By John D. Copeland

National Center for Agricultural Law Research and Information August 1998

ISBN: 1882461029

This publication addresses the complex liability issues that arise from permitting recreational activities on private lands.

Available from NCALRI:

147 Waterman Hall

University of Arkansas

Fayetteville, AR 72701

Ph: (501) 575-7646

Email: swillia@comp.uark.edu

Liability/Insurance Protection-Rural Recreation Enterprises

By Louis Twardzik and Richard Cary

Michigan State University

ID: E0580

Available online at: www.msue.msu.edu/imp/modtd/33139716.html

Alternative Enterprises For Farm and Forest: Risk Recreation

Natural Resources Management And Income Opportunity Series

By Steven J. Hollenhorst

West Virginia University Extension Service

R.D. No. 765

Available online at: www.msue.msu.edu/imp/modtd/33130042.html

The Great Outdoors Insurance Program

Website: <http://www.outdoorinsurance.com/>

8461 Turnpike Drive

Suite 110

Westminster, CO 80030

Ph: (303) 428-5400

Email: tom@outdoorinsurance.com

Safety and Risk Management

Small Farm Center, UC, Davis

This publication is a fact sheet on risk management that includes information on reducing risks.

Available online at: www.sfc.ucdavis.edu/agritourism/factsheet3.html

Hardcopies available by calling, (530) 752-8136

Agricultural Safety Website

National Safety Council

This website provides articles, fact sheets, tips, resources and links that deal with agricultural safety issues.

<http://www.nsc.org/issues/agrisafe.htm>

National Ag Safety Database

This website contains a database of national ag safety information. The website also provides links and contains information in Spanish.

<http://www.cdc.gov/nasd/>

Montana International, Inc

Insurance and Bonds

Montana International specializes in business & professional insurance. Information on this company is available online at: <http://www.businessmt.com/MontanaInternational/>

Ph: (406) 442-536

Markel Insurance Company

This company provides equine insurance.

Website: www.horseinsurance.com.

4600 Cox Road
Glen Allen, Virginia 23060
Ph: (800) 842-5017
Email: horseinsurance@markelcorp.com

Gray's Insurance Team

Gray's Insurance Team provides professional information for persons or properties in, or planning to become involved in, the personal hospitality industry.
3002 W. Elizabeth St., #7D, Fort Collins, Colorado 80521.
Ph: (970) 484-9690 or (719) 444-8940
Email: grubbs@frii.com

15 Common Myths about Equine Insurance

by Julie Fershtman, Attorney at Law
Available by calling, 1-800-662-2210

American Agricultural Law Association (AALA)

The AALA is the only national professional organization that focuses on the legal needs of the agricultural community. The Association offers information on legal issues to farmers, publishes a monthly newsletter, and hosts annual conferences. Their website contains a searchable database.
Website: www.aglaw-assn.org
Ph: (501) 575-7389

Insurance for the Home-Based Entrepreneur: How to Make Sure You Are Covered

By Richard Albert
Available online at: www.bizoffice.com/library/files/insuranc.txt

Small Business Health Insurance

U.S. Small Business Administration in cooperation with The Travelers Companies
Available online at: www.bizoffice.com/library/files/obd10.txt

Texas Nature Tourism Information Center: Liability/Insurance

This one example of what is available in many states. The first step is to check what information is available in the county or state in which you live. For more information www.rpts.tamu.edu/tce/nature_tourism/liabilityinsurance.htm

Chapter XV: Marketing

Note: Several types of information are needed to develop a business plan. To keep the volume of information in a manageable form, the material has been divided into Chapter XII-Decision Making and Business Planning; Chapter XIII- Regulations and Legal Concerns; Chapter XIV-Liability Insurance; Chapter XV-Marketing; and Chapter XVI-

Funding and Assistance Programs. It is necessary to review all of the chapters when developing a comprehensive business and marketing plan.

Check with your local county cooperative extension agent or Resource Conservation and Development Council Coordinator to see what is available in your state and to identify local or state leads.

A. General

Marketing Strategies for Farmers and Ranchers

SARE, USDA, CSREES.

This publication provides information about alternative value-added marketing strategies, case studies, and a list of resources that include websites, books and periodicals. The publication offers insight into marketing through farmers' markets, community-supported agriculture, and new cooperatives. It also has several success stories.

Available online at: <http://www.sare.org/market99/index.htm>

Hardcopies available by calling, (202) 720-5203

Reap New Profit: Marketing Strategies for Farmers and Ranchers

Sustainable Agricultural Network, SARE

Power Point Presentation for educators. Overview in Resource Manual

To view a preview go to: <http://www.sare.org/htdocs/events/pr/oct252000.htm>

To order:

Ph: or (301) 504-6422

Email: san@nal.usda.gov

Profitable Pork: Strategies for Hog Producers

This publication contains information about low cost and pasture based hog production and marketing niches and options.

Available at www.sare.org/bulletin/hogs or

Hardcopies available by calling 202-720-5203

Profitable Poultry: Raising Birds on Pasture

This publication contains information about low cost free range poultry and egg production and marketing niches and options.

Available at www.sare.org/bulletin/poultry or

Hardcopies available by calling 202-720-5203.

Direct Marketing and Related Topics, January 91-December 96, QB 97-02

Compiled by Mary Gold

Quick bibliography of 235 citations from AGRICOLA.

Compiled by Mary Gold, October 1999

Alternative Farming Systems Information Center, NAL

This publication provides information on and resources on CSA.

Available online at: www.nal.usda.gov/afsic
Ph: (301) 504-6559
Email: mgold@nal.usda.gov

Organic Agricultural Products: Marketing and Trade Resources

This is a CD of resource information.

Available online at: www.nal.usda.gov/afsic or to order
Ph: (301) 504-6559
Email: mgold@nal.usda.gov

Farmer Direct Marketing Program

USDA/AMS

A list of publications and information available at the Agricultural Marketing Service web site. This program facilitates cooperation and collaboration among agencies and organizations that promote direct marketing and help small farmers benefit from the growing consumer interest in direct marketing. Their website provides information, news, and publications that deal with direct marketing. For more information go to

Website: <http://www.ams.usda.gov/directmarketing/>

Email: Errol.Bragg@usda.gov For more information go to

Errol Bragg, Associate Deputy Administrator

Marketing Services Branch - USDA

1400 Independence Ave., S.W.

Room 2646 - S, Stop 0269

Washington, DC 20250-0269

Ph: 1-800-384-8704 or (202) 720-8317

Email: Errol.Bragg@usda.gov

Farmers Market Coloring Book

USDA/AMS

Download and modify this coloring book to meet the needs of your farmers market or your own market.

Only available on the web at www.ams.usda.gov/directmarketing

"How to Buy" Guides!

USDA/AMS

Free copies of how to fruits, vegetables, meat and poultry. What is available is in the Resource Manual.

Contact 202-690-0531

Fresh Grown Publicity: An Easy Guide to Getting News Coverage (even if you know nothing about public relations or writing.)

By Jane Eckert and Diane Kline

This is a 115 page publication on how to get.. "Fresh Grown Publicity" as easy as planting seeds with the media and watching them bloom. The steps outlined gained Eckert's Orchards \$80,000 of free publicity. Cost is \$39.95 plus \$5.00 S&H.

Available from

Eckert AgriMarketing

8054 Teasdale Avenue
St. Louis, MO 63130
Ph: 314-862-6288
Email: jane@eckertagrmarketing.com
www.eckertagrmarketing.com

2000 Ohio Fruit and Vegetable Growers Congress and North American Farmers' Direct Marketing Conference Proceedings.

Proceedings covers production, marketing of crops and livestock. Available at a cost of \$10.00 from

Ohio Fruit and Vegetable Growers Congress
PO Box 479
Columbus, OH 43216

Know Your Market: How To Do Low-Cost Market Research

By David Frigstad

Book is designed to take any individual serious about conducting market research through all the necessary step to complete a research project.

Available from

Oasis Press/PSI Research
300 North Valley Drive
Grants Pass, OR 97526
800-228-2275

Wholesale and Alternative Markets Publications

USDA/AMS

Send, email or fax order to

Velma Lakins

Wholesale and Alternative Markets Program

Room 2644- South

Washington, D.C. 20250

Ph: 202-720-8317

Email: valma.lakins@usda.gov

Marketing Tips for Sustainable Agriculture: a practical way to support sustainable agriculture

USDA/NRCS

This publication addresses basics of marketing and presents the points and processes needed to develop a marketing plan. It presents four entrepreneurs and how they applied the principles of marketing.

Available by on the web www.wsi.nrcs.usda.gov/products/sustainable-agriculture.html or
USDA/NRCS Watershed Science Institute

402-437-5578

Smart Marketing Bulletins

This newsletter is published by the Cornell Extension Service and contains articles that deal with farm marketing. An index of the “Horticultural Business Management and Marketing Program” is included in the Resource Manual.

Available online at: http://aem.cornell.edu/special_programs/hortmgt/pubs/smartmkt/

Some examples are:

- *Developing a Dairy Marketing Plan*
By Mark Stephenson
Smart Marketing Series
May 2002
- *Understand Your Milk Check First*
By Craig Alexander
Smart Marketing; April 2001
Available at:
- *Smart Pricing Strategies*
By Wen-fei L. Uva
Smart Marketing; March 2001
- *Farm to Retail Price Relationships for Fluid Milk*
By Charles F. Nicholson
Smart Marketing Series July 2001
- *Knowing Your Market: The Most Challenging Part of a Business Plan*
By Charles Schlough
Smart Marketing Series
February 2001

This Is Not Your Father's Farm: Marketing Ideas pg. 20-21

PASA Passages Newsletter; Fall 2001

By Brian Moyer

This article provides marketing tips and ideas for farmers.

Available in the Resource Manual or at

www.pasafarming.org

Ph: 814-349-9856

Marketing 101: Cattlemen as salesmen, not!

Cowboy Logic by Ryan Taylor

News article in Capital Press, March 29, 2002

15 Foolproof Ideas For Promoting Your Company

Available online at: www.bizoffice.com/library/files/fool.txt

How to Use Marketing and Sales to Explode Your Home Business

By Sean M. Lyden

This article discusses what you need to know to launch and maintain a winning sales and marketing campaign.

Available online at: www.bizoffice.com/library/files/marketing_sales_explode.txt

Food Marketing Institute (FMI)

The FMI conducts activities in research, education, public information, industry relations, and public affairs. Their website contains a store where you can purchase research reports, books, videos or CD-Roms. It also provides news, statistics, food safety information, marketing information, and announcement of their conferences.

Website: <http://www.fmi.org/>

Ph: (202) 452-8444

Email: fmi@fmi.org

Marketing Resource Guide

Pennsylvania Association for Sustainable Agriculture

Web site: www.pasafarming.org

Ph: 814-349-9856

Select! Sonoma County: A Long Lived Marketing Program Faces Hard Times

A case study analyzing the effects of a public-private marketing organization, Select! Sonoma County's whose stated goal is "improving the economic well-being of Sonoma County agriculture and stimulate consumers to purchase local products.

By Maria Powell & Greg Lawless

Available at: <http://www.farmprofitability.org/research/sonoma/index.htm>

USDA Agricultural Marketing Workshops

This webpage contains announcements of USDA marketing workshops geared towards farmers. The announcement includes information on lodging and registration for the workshops.

<http://marketingoutreach.usda.gov/info/index.htm>

Evaluating Marketing Strategies for Small Farms in Mid-Atlantic Region

This is a 4-year collaborative effort among public and private organization to improve the viability of small farms in the Mid-Atlantic region. Study is looking at successes and challenges of "producer only" farmers' markets and CSA including a survey of shareholders. Check the web site for status of study and success stories.

www.smallfarmssuccess.info

The United States Market for Organic Foods and Beverages

Published by the ITC

This publication is based on a study on the market for organic products in the U.S.

Available at: <http://www.intracen.org/mds/sectors/organic/foodbev.pdf>

Market Research

US Small Business Administration (SBA)

This publication provides information on how to conduct market research.

Available online at: www.bizoffice.com/library/files/mktres.txt

Marketing Research for Entrepreneurs and Small Business Managers

By David J. Snepenger

Montana State University-Bozeman

This publication identifies and discusses the four key steps to successful marketing.

Available online at: <http://www.montana.edu/~wwwcommmd/marketin.htm>

Marketing Research and the Small Business

This publication provides information on the importance of market research for small businesses.

Available online at: www.bizoffice.com/library/files/marketb.txt

Sell What You Sow: The Grower's Guide to Successful Produce Marketing

By Eric Gibson

This book has 32 chapters plus appendices and resources on high-value produce marketing. The book delivers hands on type information.

Order by

New World Publishing

11543

Quartz Drive, #1

Auburn, CA 95602

Ph: 530-823-3886

We're Gonna Be Rich! Growing Specialty Cut Flowers for Market

Frank and Pamel Arnosky, See Chapter VIII for table of contents.

Fairplain Publications

P.O.Box 3747

Lawrence, KS 66046

Ph: (785) 748-0609

Email: growing4market@earthlink.net

Backyard Market Gardening. The Entrepreneur's Guide to Selling What You Grow

by Andy Lee See Chapter VII I for table of contents.

Good Earth Publications (April 1995)

1702 Mountain View Road

Buena Vista, VA 24416

ISBN: 0962464805;

This book discusses how to sell quality garden produce to the public for fun and profit.

The production side is discussed in less detail. The book is available from the publisher as well as from other common booksellers.

Marketing for Success: Creative Marketing Tools for the Agricultural Industry

By Robert J. Matarazzo with the assistance of Melissa F. Matarazzo

Doe Hollow Publishing (January 1998)

ISBN: 0965338509

This book, written by a direct marketing farmer, provides tools and techniques to aggressively market your agricultural products.

Cost: \$18.95 (shipping and handling included)

Available from:

Doe Hollow Publishing

10 Doe Hollow Lane

Belvidere, NJ 07823

Ph: (908) 475-4460

Email: rjm@world2u.com

A New Look at Marketing

By Alan Barefield

Agricultural Extension Service (University of Tennessee) S) 351-C

This publication discusses how to successfully market a product or service to a highly discriminating public.

Available online at: www.utextension.utk.edu/spfiles/SP351C.pdf

Know Your Market: How to do Low-Cost Market Research

By David B. Frigstad

The Oasis Press/PSI Research Grants

Pass, Oregon 1995

This book is designed to assist small businesses or beginning business owners and executives in conducting their own market research.

Doing Your Own Market Research: Tips on Evaluating the Market for New Farm-Based Enterprises

Farming Alternatives Program, Cornell University (1988)

This is a six-page tip sheet on steps to follow when evaluating a new business.

Hardcopies available from:

Ph: (607) 255-9832.

Successful Marketing Research: The Complete Guide to Getting and Using Essential Information About Your Customers and Competitors

Edward L. Hester

John Wiley & Sons, Inc (October, 1995)

ISBN: 0471123803

This book discusses cost-effective way to gather essential information about customers and competitors.

This book is available from its publisher and other additional booksellers.

New Crop Opportunities Center

The New Crop Opportunities Center provides farmers with production and marketing information on new crops and value-added versions of current crops.

Website: <http://www.uky.edu/Ag/NewCrops/aboutus.html>

N-324 Agricultural Science Center

University of Kentucky

Lexington, KY 40546-0091

Email: newcrops@ca.uky.edu

Agricultural Marketing Resource Center (AgMRC)

The AgMRC is an electronically based center that collects and interprets information about value-added agriculture. The center, which is a website, provides research, information about events and business development, directories, and has a website search engine. They provide independent producers and processors with information that will help them build a successful value-added enterprise.

<http://www.agmrc.org/>

Ph: (866) 277-5567

Email: AgMRC@iastate.edu

Organic Marketing Resources

This publication is a resource list that includes general sources of information and sources that deal with the market for organic food and fiber products, and certified-organic products.

Available online at: <http://attra.ncat.org/attra-pub/markres.html>

Pricing Your Products

US Small Business Administration (SBA)

FM-13

Available online at: <http://www.sba.gov/library/pubs/fm-13.pdf> or

<http://www.bizoffice.com/library/files/price.txt>

Developing Effective Brochures

By Nancy Riggs

Illinois

ID: IL-IN-SG-95-8

This tip sheet is geared towards small businesses and provides information on how to develop low-cost, effective brochures and posters. It discusses audience, purpose, message, graphics, layout, and printer talk.

Available online at: www.msue.msu.edu/msue/imp/modtd/33720002.html

Customer Aftercare: How to Spend Less and Sell More

By Ernest W. Nicastro

Available online at: www.bizoffice.com/library/files/customer_aftercare.txt

Relationship Selling: The Path to Sales Success

Available online at: www.bizoffice.com/library/files/path.txt

Good Customer Relations with Improved Personal Selling

By Dale Zetocha

North Dakota State University Cooperative Extension Service (1986)

EC814

Available online at: www.msue.msu.edu/imp/modtd/33209601.html

Creating Advertising that Sells: Eliminate the Most Common and Costly Errors in Advertising

By Thom Reece

This publication takes a look at various profit-producing ideas.

Available online at: www.bizoffice.com/library/files/advertising_sells.txt

Advertising a Small Business

By Edmond A. Bruneau

This publication looks at the how-to and benefits offered by various forms of advertising.

Available online at: www.bizoffice.com/library/files/adver.txt

Advertising-Better Business Bureau Code of Advertising

Better Business Bureau (BBB)

This website contains the BBB's code of advertising.

Available online at: www.bbb.org/advertising/adcode.asp

Advertising Your Business

Yellow Pages Publishers Association (YPPA) and U.S. Small Business Administration (SBA)

This publication provides information on the fundamentals of advertising planning.

Available online at: <http://www.bizoffice.com/library/files/obd13.txt>

Direct Marketing: Business Management Series

Appropriate Technology Transfer for Rural Areas

By Katherine Adam, Radhika Balasubrahmanyam and Holly Born

November 1999

This publication contains information on direct marketing alternatives that emphasizes niche, specialty and value-added crops. It features farm case studies, as well as information on enterprise budgets and promotion/publicity.

Available at: www.attra.org/attra-pub/directmkt.html

Direct Marketing: Resources

ATTRA

This publication contains information about where to locate direct marketing resources throughout the United States.

Available in Resource Manual and at

www.attra.ncat.org/attra and click on publications

Resources for Organic Marketing

ATTRA

Publication contains information about various organizations throughout the United States.

Available at www.attra.ncat.org and click on publications

Direct Farm Marketing and Tourism Handbook

Available online at: <http://ag.arizona.edu/arec/pubs/dmkt/dmkt.html>

Available from: Russ Tronstad, Extension Economist

Ph: (520) 621-2425

Email: tronstad@ag.arizona.edu

Direct Marketing of Ag Products to Tourists

By Dennis B. Propst, Patricia S. Newmyer, and Thomas E. Combrink

Michigan State University (1986)

Extension Bulletin 1960

Available online at: www.msue.msu.edu/msue/imp/modtd/33839811.html

Farmer Direct Marketing Bibliography

This publication is a 75-page bibliography of publications, reports, guides, surveys, production issues, marketing and small business manuals. Available online at:

<http://www.ams.usda.gov/directmarketing/bibliography.htm>

To order, call (202) 690-0531

Legal Guide for Direct Farm Marketing

By Neil Hamilton

And funded by the USDA-SARE

This guide addresses legal questions producers might have about engaging in direct farm marketing and liability insurance. See Chapter XIII for table of contents.

Cost: \$20

Available from:

Drake University Agricultural Law Center

Des Moines, IA 50311

Ph: (515) 271-2947.

Ranchers Learn Direct Marketing Techniques from Professional Hustler Pg.33

The Grassman Farmer May 2001 Vol 58 #5

By Alice Valenzuela

Barriers and Opportunities for Direct Marketing in the Philadelphia Region

Farmers' Market Trust; April 1999

Copies available from the Trust at:

1201 Chestnut Street 4th Floor

Philadelphia, PA 19107

Ph: (215) 568-0830

Fax: (215) 568-0882

Email: fmtrust@liberynet.org

Ace Components of Good Direct Marketing: Sales Coaching for People Who Don't Like Direct Selling

By Hilton Johnson

Available online at: www.bizoffice.com/library/files/ace_direct_marketing.txt

An Analysis of Vegetable Farms: Direct Marketing Activities in New York State

This publication is a report on the direct marketing activities in New York State.

Available online at: <http://www.iatp.org/labels/envcommodities/index.htm>

Developing New Markets to Support Local Agriculture, Resource Packet

Farming Alternatives Program, Cornell University

This publication contains information handed out at the Farming for the Future Leadership conference.

Available by calling: (607) 255-9832.

Establishing a Shared Use Commercial Kitchen

NX Level

This book details the planning, design, and budgetary considerations for developing an FDA approved, multi-tenant commercial kitchen.

More information available at: www.nx.level.org/ag.htm (you can also order the book here)

Available from:

University of Colorado at Denver

Colorado Center for Community Development

NxLevel™ Training Network

Campus Box 128

P.O. Box 173364

Denver, CO 80217-3364

Understanding Cooperatives: Agricultural Marketing Cooperatives, Cooperative Information Report 45, Section 15

This publication is a four-page information sheet about marketing cooperatives functions, organization, operations and the new flexibility.

Available online at: <http://www.rurdev.usda.gov/rbs/pub/cir4515.pdf>

Cooperative Information Reports

This is a series of reports that provide information on cooperatives. A list of the reports and links to their PDF files is available at:

<http://www.rurdev.usda.gov/rbs/pub/cooprpts.htm>

Cooperative Research Reports

This is a series of research based reports that deal with cooperatives. A list of the research reports and links to their PDF files are available at:

<http://www.rurdev.usda.gov/rbs/pub/research.htm>

Rural Cooperative Publications

This website contains a list of all USDA and Rural Development cooperative publications, their prices, and ordering information.

<http://www.rurdev.usda.gov/rbs/pub/cir4/cir4.htm>

Better Board of Trade Website

This website contains an inexpensive, simple classifieds bulletin board system where organic and sustainable producers and buyers can meet.

<http://www.mybbot.com/index.htm>

Organic Trader Website

This website provides options for suppliers and buyers to buy and/or market their organic products.

<http://www.organictrader.net/>

AgExporter

USDA Foreign Agriculture Service

The Monthly Magazine for Food and Agriculture Exporters

This magazine provides tips on exporting, descriptions of markets with the greatest potential, and information on export assistance available from the U.S.D.A.

Available electronically at: <http://ffas.usda.gov/info/agexporter/agexport.html>

To receive a sample issue, call: (202) 720-7115

Email: info@fas.usda.gov

Horticultural Business Management and Marketing Program

This program offers curriculum-driven educational programs designed to enhance the competitive position of the New York fruit, vegetable, and ornamental horticultural industry.

Website: http://aem.cornell.edu/special_programs/hortmgt/about.htm

456 Warren Hall

Cornell University

Ithaca, NY 13743

Email: WL32@cornell.edu

All of the fact sheets from the *Operating a Small Farm* series are available online at:

<http://www.agnr.umd.edu/users/frederick/pubs/>

- **Operating a Profitable Small Farm Fact Sheet 17**
Advertising and Promoting your Products
Published by the Maryland Cooperative Extension, University of Maryland
College Park, Eastern Shore
Available online at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm17.pdf>
- **Operating a Profitable Small Farm Fact Sheet 15**
Marketing Skills

Published by the Maryland Cooperative Extension, University of Maryland
College Park, Eastern Shore

Available online at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm15.pdf>

- **Operating a Profitable Small Farm Fact Sheet 13**

Direct Marketing

Published by the Maryland Cooperative Extension, University of Maryland
College Park, Eastern Shore

Available online at: <http://www.agnr.umd.edu/users/frederick/pubs/Opfarm13.pdf>

Fact Sheets for Managing Agri-tourism and Nature-Tourism Operations
University of California, Small Farm Center

- Marketing Equals the Four Ps
- Marketing Your Enterprise
- Tips for Building Marketing and Community Partnerships
- Top Marketing Ideas for Agritourism Operations

Available in Resource Manual or
www.sfc.ucdavis.edu/agritourism/factsheets

**Gift Manufacturer's Marketing Association: Tools for Rural and Small-Scale
Entrepreneurs**

This marketing association provides how-to information on the marketing of "gift products" (specialty foods, jewelry, woodcrafts, soap, herbals, etc). Their website provides related classifies, newsletter and information on their services.

Website: <http://www.giftmarketing.org/>

PO Box 709

Orofino, ID 83544

Fax: (208) 476-7238

Email: ruralocity@msn.com

Marketing Crafts and Tourist Products

North Central Regional Publication #445

Available online at: <http://www.sfc.ucdavis.edu/pubs/SFNews/archive/93092.htm>

Hardcopies available by calling, (402) 472-3023

Marketing Crafts and Other Products to Tourists

By Sherri Gahring, Shirley Niemeyer, Rae Reilly, and JaneAnn Stout

North Central Regional Center for Rural Development (1992)

ID: NCR445

Available online at: www.msue.msu.edu/imp/modtd/33809809.html

The art, science of market displays

Growing for Market, May 1996.

Available in Resource Manual

Mini-Farm, Maxi-Profits: Diverse crops and savvy marketing give these high-value growers the edge

By Ward Sinclair and Cass Peterson, published in "The New Farm," March/April 1994
Available in Resource Manual.

Farms.com

This company offers software tools and marketing services. Their website contains information on the company and its services and also serves as an information portal. The website features news, weather, a section on various agricultural markets and other resources that include a search feature, newsletters, and classifieds.

Website: <http://www.farms.com>

Ph: 1-877-438-5729

Email: Jennifer.jones@farms.com

Market Farm Forms: Spreadsheet Templates for Planning and Organizing Information on Diversified Market Farms

by Marcie A. Rosenzweig with Bill Kaye-Blake Available as CD Rom and hardcopy.

This publication, which has earned praise from ATTRA for being user friendly, contains simple, non-linked spreadsheet templates for recordkeeping. This might be particularly helpful to producers who are trying to comply with the recordkeeping requirements for organic certification.

Cost: \$49.95

Available from:

Full Circle Farm

3377 Early Times Lane, Auburn, CA 95603

Ph: (530) 885-9201

Email: fullcircle@jps.net

Or from:

Back40Books

26328 Locust Grove Road

Creola, Ohio 45622

Ph: (740) 596-9983

Email: locustgrove@ohiohills.com

Produce Handling for Direct Marketing, NRAES-52

By James A. Bartsch and Roger Kline

Publication addresses harvest, transport, storage, and display of produce.

Available from

Northeast Regional Agricultural Engineering Service

Ph: 607-255-7654

Facilities for Roadside Markets, NRAES-52

Northeast Regional Agricultural Engineering Service

Publication addresses site considerations, market layout, market structure and facilities.

Ph: 607-255-7654

www.metrofarm.com

An electronic magazine of metropolitan agriculture showing numerous types of resources and marketing opportunities. It is worth a look!

Merchandising Education to Employees

The PMA video's and written material are used to increase farm market employee skills and development efforts. This material makes for a nice kernel of information around which much discussion can occur according to John Berry, Ag. Mkt'g Agent.

Available by contacting

John Berry

Penn State Cooperative Extension-Lehigh County

4184 Dorney Park Road

Allentown, PA 18104

Ph: 610-391-9840

email: jwb15@psu.edu

Hudson Valley Network, Inc.

The organization operates a huge data base and presents information to the public via web site www.hvnet.com. Check it out!

The Agricultural Marketing Resource Center (AgMRC)

Being developed by Jerry DeWitt, ISU with a USDA value added grant. Here is the web site to check it out at a later date:

www.agmrc.org

FoodMAP

A comprehensive clearinghouse of marketing and processing information on identifying new markets, learning about alternative agriculture opportunities, locating processing equipment, understanding processing requirement and ingredients and finding information on large variety of other topics.

www.foodmap.unl.edu

Approaching Food Service Establishment with Locally Grown Products

North Central Initiative for Small Farm Profitability-A USDA Funded Project

The report summarizes the initial findings of a survey of members of the Chefs Collaborative organization.

Available from

Food Processing Center

Institute of Agriculture and Natural Resources

University of Nebraska,

143 Filley Hall, East Campus

Lincoln, NE 68583

B. Value-Added Marketing

Alternative Enterprises--Value-added Agriculture

NRCS Information Sheet

Available at www.nrcs.usda.gov/technical/RESS/altenterprise

Analyzing and Developing Marketing Strategies for Tennessee's Value-Added Agriculture: Using Case Studies to Enhance Success

Released by the Federal State Marketing Improvement Program

Available at: <http://www.utextension.utk.edu/adc/pdf/fsmipstudy.pdf>

Adding Value with Small-Scale Food Processing and Specialty Dairy Products, Resource Packet.

Farming Alternatives Program, Cornell University

This publication contains information handed out at the Farming for the Future Leadership conference.

Hardcopies available from:

Department of Rural Sociology

Warren Hall, Cornell University

Ithaca, NY 14853

Ph: (607) 255-9832.

Email: gcg4@cornell.edu

Farming for Profit, Stewardship and Community Tip Sheets

SARE

-TIP# 2: Add Value through Marketing

All tip sheets are available online at: <http://www.sare.org/tipsheet/index.htm>

Hardcopies are available from:

Ph: (301) 405-3186 or 202-720-5203.

Email: vberton@wam.umd.edu

Building Your Brand

VAntAGe Magazine volume 2 number 4

By Nancy Giddens and Amanda Hofmann

November 2001

This publication is an article on value-added marketing

Available at: <http://valueadded.missouri.edu/vantage/v2n4/vanews2.htm>

Adding Value through Environmental Marketing: Opportunities for Food Producers, Processors and Retailers Conference

Proceedings available online at:

<http://www.iatp.org/labels/envcommodities/index.htm>

Adding Value for Sustainability: A Guidebook for Cooperative Extension Agents and other Agricultural Professionals

By Kristen Markley and Duncan Hilchey

Pennsylvania Association for Sustainable Agriculture (PASA)

This publication provides information on management considerations, community support and case study examples of value-added industries. It has a very good list of resources and information on small scale food processing.

Web site: www.pasafarming.org

P.O. Box 419

Millheim, PA 16854

Ph: (814) 349-9856

New Crop Opportunities Center

The New Crop Opportunities Center provides farmers with production and marketing information on new crops and value-added versions of current crops.

Website: <http://www.uky.edu/Ag/NewCrops/aboutus.html>

N-324 Agricultural Science Center

University of Kentucky

Lexington, KY 40546-0091

Email: newcrops@ca.uky.edu

Developing a Promotional Strategy

Tourism Information Series no. 6

By Maureen H. McDonough and Gary A. Ackert

Michigan State University Cooperative Extension Service (September 1986)

Extension Bulletin E-1939

Available online at: www.msue.msu.edu/imp/modtd/33710086.html

Creating a Promotional Theme

By Maureen McDonough and Gary Ackert

Michigan State University (1986)

ID: E1957

Available online at: www.msue.msu.edu/imp/modtd/33710088.html

Selecting Promotional Media

By Maureen McDonough and Gary Ackert

Michigan State University (1987)

E-2005

Available online at: www.msue.msu.edu/imp/modtd/33710093.html

Building Your Brand

By Nancy Giddens and Amanda Hofmann of Missouri Value Added Development Center. Published in VAntAGe, November 2001.

Available in Resource Manual or website

www.valueadded.missouri.edu/vantage/v2n4/vanews2.htm

What Food Service Operators Need

An article that summarizes the results of a survey of 196 companies which market to the food service industry. It discusses the attributes most important to this sector including freshness and cost per serving.

www.preparedfoods.com/archives/2003/2003_11/1103foodservice.htm

Ph: 402-472-2832

C. Farmers' Markets

National Directory of Farmers' Market and Direct Marketing Associations 2001

USDA Agricultural Marketing Service; April 2001

Available online at: <http://www.ams.usda.gov/directmarketing/>

Creating Successful Farmers Markets pg. 25-26

ACRES USA Special Edition

By Barbara Berst

What do I need for...Getting Started at a Farmer's Market?

This is a two-page publication on how to get organized, set up your display area, and what the equipment needs are for getting started at a farmer's market.

Reproduce as needed.

Farmers' Markets and Community Development

Farming Alternatives Program, Cornell University

This publication is based on a study of farmers' market vendors and host communities that measured the economic and social impact on farmers and communities.

Available by calling: (607) 255-9832.

20 Tips to Increase Sales at Farmers' Markets and Roadside Stands

A one-page list of tips and resources.

Available from Future Harvest-CASA at

www.futureharvestcasa.org

Future Harvest-CASA

106 Market Court

Stevensville, MD 21666

Ph: 410-604-2681

Dynamic Farmers' Marketing: A Guide to Successfully Selling Your Farmers' Market Products

By Jeff W. Ishee

Bittersweet Farmstead (July 1997)

ISBN: 096568900X

This book addresses effective planning and income potential. It provides information on farmers' market organization, products that sell, role of quality, and specialty products,

and being successful at selling your products. This book is available from the publisher as well as from other common booksellers.

National Directory of Farmers Markets 2000

This publication lists the known farmers markets by state, location, contact and phone number. Available online at <http://www.ams.usda.gov/farmersmarkets/map.htm>
To order a hardcopy, call (202) 690-0531

AMS Farmer's Markets website

This website provides general facts about farmer's markets and additional resources related to farmers' markets. The website also contains a search option for the National Directory of Farmer's Markets.

<http://www.ams.usda.gov/farmersmarkets/>

The New Farmers' Market: Farm-Fresh Ideas for Producers, Mangers and Communities
By Vance Corum, Marcie Rosenzweig, and Eric Gibson. See Chapter VIII for table of contents.

Published by New World Publishing

For more information, go to:

<http://www.nwpub.net/nfm.html>

Cost: \$24.95 (plus shipping and handling)

Email: sanpubs@uvm.edu

Ph: (802) 656-0484

Farmer's Markets

Prepared by Radhika Bala, ATTRA Technical Specialist

Five-page paper on farmer market development and list of resources. More information available at

www.attra.org/attrapub/dirmkt.html

Farmers' Markets and Rural Economic Development

By Duncan Hilchey, Thomas Lyson and Gilbert Gillespie

Alternatives Farming Program, Cornell University

Results of a study of farmers' market vendors in the Northeast the effect on the community.

Available by calling 607-255-9252

Making Farmers' Market Sell

By Karl F. Schaefer

Discusses the success of the 20 year old Carrboro Farmers' Market available in Resource Manual. Copy of bylaws available by writing

Carrborro Farmers' Market, Inc

2101 Brookhollow road

Efland, NC 27243

Ph: 919-732-6223

Rules of the Chapel Hill-Carrboro Farmers' Market

Available in Resource Manual

Getting a Farmers' Market Started

By Ellie MacDoughall, published in Maine Organic Farmer & Gardener, March/April, 1993

Available in Resource Manual

Do's and Don't's of a Successful Farmers' Market

By Sara Pollard, Rural Mountain Producers Exchange, Inc.

Six-page paper discusses organization and operation of the market.

Available in the Resource Manual.

Rural Mountain Producers Exchange, Inc.

PO Box 3076

Fayetteville, AR 72702

Open a City Farmers' Market

By Lisa Heacox published in the American Vegetable Grower, June 1994.\

Available in Resource Manual

Farmers' Markets: Rules, Regulations, and Opportunities

By Neil Hamilton

The study examines the structure and operation of farmers' markets in the US. Available online at:

www.nationalaglawcenter.org/publications/index/html

D. Community Supported Agriculture

Community Supported Agriculture

NRCS Information Sheet

Reproduce as needed

Available by calling, 1-888-LANDCARE

Community Supported Agriculture

This fourteen-page discusses community supported agriculture and list of resources.

Available online at: <http://attra.ncat.org/attra-pub/csa.html>

Sharing the Harvest: A Guide to Community-Supported Agriculture

By Elizabeth Henderson and Robyn Van En

Chelsea Green Publishing

This book presents information on the goals and focus of CSA. It explains how to get started and organized and what types of food to grow. It also provides various CSA models.

Available from publisher at:
P.O. Box 428
White River Junction, VT 05001
Ph: 1-800-639-4099.

Community Supported Agriculture (CSA) Resources for Producers

Compiled by Mary Gold, October 1999
Alternative Farming Systems Information Center, NAL
This publication provides information on and resources on CSA.
Available online at: www.nal.usda.gov/afsic/csa
Ph: (301) 504-6559
Email: mgold@nal.usda.gov

Community Supported Agriculture: Making the Connection

University of California Cooperative Extension/Placer County
This workbook provides information and examples of CSA farms. It contains several worksheets that can be used or modified.
Available from:
11477 E Avenue
Auburn, CA 95603
Ph: (916) 889-7385

Local Harvest

This website allows consumers all over the country to search for community supported agriculture (CSA), farmers' markets, farm stands, and U-pick farms in their area.
www.localharvest.org

Letter from Wild Onion Farm.

Published in Growing for Market , April 1998
Available in Resource Manual

CSA's that Quit

By Elizabeth Henderson, published in Organic Farms, Folks & Foods, March/April 1997
Available in Resource Manual

Farming Well At Eatwell Farm: Start-up CSA Brings Stability to Truck Farm

By Pam Kasey, published in Farmer to Farmer, Spring 1997
Available in Resource Manual

Filling the Boxes-Designing a CSA Crop Plan

By Jim Leap, Published in "The Cultivar," winter 1997
Available in Resource Manual

A CSA Production Planning Tool

By Stephen F. Moore. Published in "Biodynamics Farming and Gardening in the 21st Century," September/October 1997

Available in Resource Manual

Eight Tips from the Experts to Make Your CSA Project a Success

By Amunda Salm, published in "Cognition," Summer 1997

Community Supported Agriculture (CSA): A Value Added Alternative Enterprise
NRCS/USDA

Available in Resource Manual.

E. Farm to Consumers Connections

Innovative Marketing Opportunities for Small Farmers: Local Schools as Customers

Agricultural Marketing Service

This study covers how limited resource minority farmers organized a small cooperative to supply vegetables to the local schools. Steps involved and an evaluation of the process are included

Available online at: <http://www.ams.usda.gov/tmd/smallfarm.pdf>

Hardcopies available by calling, (202) 690-0531

USDA School Lunch Program

This USDA sponsored program encourages schools to purchase produce from local farmers. An example is the New North Florida Farmers Cooperative.

Website: <http://www.federationsoutherncoop.com>

Cornelius Blanding, Marketing Director

Ph: (404) 765-0991

Email: fscmarketing@mindspring.com

New York Harvest for NY Kids Week

This week, designated each year by the NY state assembly, is designed to encourage children, their schools and their families to purchase, consume and learn about local foods and agriculture.

Bob Stern

NYS Assembly Task Force on Food, Farm and Nutrition Policy

Room 547 Capitol

Albany, NY 12248.

Ph: (518) 455-5203.

Email: sternr@assembly.state.ny.us

Restaurant Supported Agriculture

By Marc Johnson – Farming Alternative Program Intern working with Cornell Cooperative Extension NYC

This product provides general information on Restaurant Supported Agriculture.

Available from www.cals.cornell.edu/dept/ruralsoc/fap/fap.html

14 Tips to Increase Restaurants Sales

A one-page leaflet showing tips and resources.

Available from Future Harvest-CASA at

www.futureharvestcasa.org

Future Harvest-CASA

106 Market Court

Stevensville, MD 21666

Ph: 410-604-2681

Amazing Grazing Directory

Future Harvest-CASA organization

The purpose of this project is to help farmers raising grass fed animals gain access to customers, and to educate consumers about locally produced, healthier food choices. This will be achieved through a directory of MD, VA, and WV graziers and their products, that will be distributed to consumers and restaurants. If you are a grazier in those areas you may ask to be included in the directory.

Website www.futureharvestcasa.org

Future Harvest-CASA

106 Market Court

Stevensville, MD 21666

Ph: 410-604-2681

What's Cooking in Your Food System?: A Guide to Community Food Assessment

Helpful to anyone interested in learning about an innovative tool to understand and influence food issues in their community.

More information available at

www.foodsecurity.org

Supplying Craft Breweries with Locally Produced Ingredients

Prepared by Food Processing Center

Institute of Agricultural and Natural Resources

University of Nebraska- Lincoln

Available at: <http://www.foodmap.unl.edu/index.asp>

Small/School Meals Initiative: Town Hall Meetings: A Step-by-Guide on How to Bring Small Farms and Local Schools Together

USDA/FNS

For information contact

USDA's Food and Nutrition Service

Communications and Governmental Affairs

3101 Park Center Drive

Alexandria, VA 22302

703-305-2000

www.fns.usda.gov/fns

How Local Farmers and School Food Service Buyers Are Building Alliances: Lessons Learned from the USDA Small Farm/School Meals Workshop, May 1, 2000.

This report summarizes the education highlight so the workshop attend by 180 school food service directors throughout the nation. They explored how they might be able to establish local farmer relationships and other businesses in their communities.

For more information contact

Debra Tropp

USDA-AMS-TMP-MTA

Room 1211-S

1400 Independence Ave, SW

Washington, DC 20250

Ph: 202-690-1303

Farm Fresh: Chefs head to local farmers markets

By Beth Panitz, published in Restaurants USA, October 1999.

Article discusses freshness of local foods and interviews with chefs and others involved in direct marketing.

Available in Resource Manual or website

www.restaurant.org/rusa/magarticle.cfm?articleid=233

NC Fresh Connection

NC Fresh Connection is a campaign by the North Carolina Department of Agriculture & Consumer Services that works by linking buyers with NC produce growers, cooperatives and processors across the state who can supply seasonal fruits and vegetables.

<http://www.ncagr.com/freshconnect/index.htm>

The Food Alliance

Food Alliance is a non-profit organization that promotes sustainable agriculture by recognizing and rewarding farmers who produce food in environmentally friendly and socially responsible ways, and educating consumers and others in the food system about the benefits of sustainable agriculture. The Food Alliance is an independent third party that endorses farms that meet their strict requirements by allowing them to carry their seal of approval. Their standards include, conserving soil and water, pest and disease management and human resources. They also publish a quarterly newsletter, promote direct buying to consumers, restaurants and institutions and hold an annual conference. They have established a BRAND that consumers want to buy.

FOOD ALLIANCE

1829 NE Alberta, # 5

Portland, OR 97211

Tel. 503.493.1066

info@foodalliance.org

Website: www.thefoodalliance.org.

NC Fresh Connection

NC Fresh Connection is a campaign by the North Carolina Department of Agriculture & Consumer Services that works by linking buyers with NC produce growers, cooperatives and processors across the state who can supply seasonal fruits and vegetables.
<http://www.ncagr.com/freshconnect/index.htm>

Local Harvest

This website allows consumers all over the country to search for community supported agriculture (CSA), farmers' markets, farm stands, and U-pick farms in their area.
www.localharvest.org

Earth Pledge

It is a non-profit organization that has a web site that connects New York state producers with consumers and food professionals. For information go to the website
www.farmtotable.org or contact

Sarah Kelley
122 E. 28th St
New York, NY 10016
Ph: 508-647-8363
skelley@earthpledge.org
www.earthpledge.org

Small Holders' Alliance

The Small Holders' Alliance supports Massachusetts small farmers, homesteaders, backyard farmers, and all those interested in purchasing food directly from the farm on which it was produced. Their website provides news and information on livestock care.
Website: <http://www.smallholdersalliance.org/>

UPick.com

This website offers a free listing of producers.
<http://upick.com>

Four Corners Ag.

The Online Agriculture Marketplace

This website is an online medium for buying, selling, trading, or simply just locating regional agricultural products and services.
Available at: <http://www.4cornersag.com/>

Community Harvest

Community Harvest is a nonprofit organization working to create a more local, sustainable food system in the Washington DC region.
Website: <http://www.goodfooddc.net/community.htm>
2437 15th St., NW
Washington, DC 20009
Ph: (202) 667-8875
Email: communityharvest@mindspring.com

FoodMAP

This website provides marketing and processing information on identifying new markets, learning about alternative agriculture opportunities, locating processing equipment, understanding processing requirements and ingredients

<http://www.foodmap.unl.edu/index.asp>

Slow Food USA

A recently formed organization that has grown by leaps and bounds. Slow Food USA is reminded of how we must reawaken the connection to the agricultural foundation on which this great country was built. There are several Slow Food Convivia (chapters) in the USA. Check out the website for location and local leaders. They promoting the purchase of local foods directly from the farmer.

Slow Foods USA

434 Broadway, 7th Floor

New York, NY 10013

212-965-5640

email: info@slowfoodusa.org

www.slowfood.org

Oklahoma Food Cooperative

It a new organization promoting the connection of farmer and consumer. To see their accomplishments go to:

www.oklahomafood.org

North Carolina Schools Food Purchases

Show the quantity of food purchased from NC farmers.

www.ncagr.com/fooddist/farm-to-school.htm

Linking Farmers with Schools

There are three 4-page Extension publication on linking farms and schools and other food services. The publication are targeted to producers. Look for publications 1853 a,b,c.

Available online: www.exnet.iastate.edu/publications

Hardcopies available by contacting

www.pubdist@exnet.iastate.edu and include request number 1853a and a complete mailing address.

Chefs Collaborative

It is a national organization of chefs that promote local, artisanal and sustainable cuisine. They are very proactive in purchasing quality fresh foods from local producers. They sponsor local conferences that help connect farmers and chefs.

National Office:

262 Beacon Street

Boston, Massachusetts 02116

Ph: 617-236-5200

www.chefscollaborative.org

Food Circles

Missouri communities promote food circles. They are groups of local consumers and producers working together to get fresh, local, quality food available to consumers and sustain producers. Local directories are published to promote this connection.

More information available from

Missouri Alternatives Center

Debi Kelly

University of Missouri:

3 Whitten Hall,

Columbia, MO 65211

Call: 1-800-433-3704

www.agebb.missouri.edu/mac

New York State Farmers' Direct Marketing Association

This is an example of many state organizations that help promote the marketing and purchasing of locally grown foods.

www.nysfdma.com

Regional Farm and Food Project

It is a regional direct marketing effort. They publish a regional directory of producers.

For more information, contact

Tracy Frisch, Director

148 Central Avenue, 2nd floor

Albany, NY 12206

Ph: 518-427-6537

Email: farmfood@capital.net

Northeast Organic Farming Association of New York

They put a very plain listing of certified organic farms statewide. Farms are listed by county. The website lists farms and enables one to search for farms in your county. For more information, contact

Sarah Johnston

Executive Director

Northeast Organic Farming Association of New York

661 A Lansing Road

Fultonville, NY 12072

Ph: 518-922-7937

Fresh From the Farm

Pick your State or Province and enter to find pick-your-own farms, family fun farm outings, fresh farm fruit and vegetable markets and agricultural events, all close to where you are. You're just a click away from where the air is sweeter, the folks are friendlier and time is marked by the seasons. This is designed to connect producers with customers for food, fiber, fun and education. The goal is to have it self sustaining. Go to:

www.freshfromthefarm.com

Food Routes Inc.

Food routes has launched a website to promote locally grown foods. It can be checked out at

www.foodroutes.org or call Joani Walsh at 814-349-6000 for more information.

Farm to School listserv

Cornell is developing a listserv for farm to school. Contact Aleta Coggin for more information at afc23@cornell.edu or 607-255-2142. It can be checked out at

www.cce.cornell.edu/farmtoschool

F. Organizations

Check with you local Resource Conservation and Development Council and the Extension Educator for local or state organizations.

North American Farmers' Direct Marketing Association (NAFDMA)

NAFDMA is a network group that, among other activities, organizes annual conferences, publishes a quarterly newsletter and organizes tours.

Website: www.nafdma.com

Ph: 1-888-884-9270

Mid-Atlantic Direct Marketing Association

Web site: www.madmc.com

Northeast Organic Farming Association of New York, Inc.

PO Box 880

Cobleskill, NY 12043

Ph: 518-827-8495

<http://ny.nofa.org>

Pennsylvania Retail Farm Market Association

The Pennsylvania Retail Farm Market Association provides videos and written material that are used regularly in farm market skills development efforts. Financial arrangements can be made for their use or rental. Their website helps consumers find Farm Markets, provides direct communication to the association for members, and aids the search for products and services.

Website: <http://www.pafarm.com/>

1000 Thorndale Rd.

West Chester, PA 19380

Ph: (610) 269-3494 or (610) 391-9840

Email: market@pafarm.com

G. Website Marketing

More information about web sites is available in Chapter XXIX.

Agri-Marketing

This website is an information resource on marketing for agricultural products.
http://ag.udel.edu/maccap/agri_marketing/index.htm

AgriMarketing.com

This website contains the online version of AgriMarketing Magazine. The magazine provides agribusiness news and discussion, all available on the website. The website also contains contact lists and advertising information.

<http://www.agrimarketing.com/whoweare.php3>

For hardcopies of the magazine, contact:

Judy Knoll

Ph: (314) 372-3524

Using the Internet as a Farm Marketing Tool

By William J. Bamka

Available at: <http://www.joe.org/joe/2000april/tt1.html>

Your B&B Website Is Not Being Seen pg. 12-14

By Scott & Allison Crumpton

Bed and Breakfast Journal June 2002

Direct Your Web Site to a Directory

By Brian Chmielewski

This publication identifies the differences between search engines and directories and discusses how to get your website listed in a good directory.

Available online at: www.bizoffice.com/library/files/website.txt

E-Mail-The Most Important On-Line Communication Tool in Your Marketing Toolbox

By Terry Williams

This publication discusses how to write clear and concise emails that convey a positive image of your business to your customers.

Available online at: www.bizoffice.com/library/files/e-mail.txt

Successful Internet Marketing Requires Follow-Up Marketing

By Jeffrey Spencer

Available online at: www.bizoffice.com/library/files/followup.txt

BedandBreakfast.com

This website provides information on over 27,000 bed and breakfast inns worldwide, contains a search engine, a listing of inns that are for sale and a newsletter.

<http://www.bedandbreakfast.com/>

Northeast Sheep and Goat Marketing Program Website

This website is designed to be a library of marketing information that should enable Northeastern producers to make informed decisions to improve the success of their enterprises.

Available at: <http://www.sheepgoatmarketing.org/sgm/index.html>

Sheep, Goat and Deer Marketing Website

<http://www.ansci.cornell.edu/extension/srmarketing/marketingdir/index.htm>

H. Agritourism and Tourism

Great Country Farms: An Agritourism and Direct Marketing Farmer

This is an example of how farmers (Kate and Mark Zurschmeide) market their experience on the farm. They are direct marketers, CSA, agrieducation, parties, weddings, and special events beyond the production season. Some website information is included in the resource manual.

www.greatcountryfarms.com

Ph: 540-554-2073

Email: farmer@greatcountryfarms.com

Tailwinds Farm

This is an example of how Ted and JoAnn Dawson diversified their interest in horses. To keep up to date on the changes and additions to their “Bed and Bale” enterprises, it is necessary to visit the website. The brochure information is included in the resource manual.

www.fairwindsstables.com

Ph: 410-658-8187

Creating Travel Brochure that Sells

By Tom Quinn

Michigan State University (1982)

E1605

Available online at: www.msue.msu.edu/msue/imp/modtd/33729800.html

Tourism Brochures to Boost Business

By Don Breneman, Barbara Koth, and Glenn Kreag

Minnesota Office of Tourism (1987)

ID: CD-FO-3273

This publication discusses how to create an effective brochure that attracts customers.

Available online at: www.msue.msu.edu/msue/imp/modtd/33720096.html

Festivals.com

This website provides information on festivals across the United States. It includes festival news and announcement of events. The website also contains an advanced search engine, and a cultural tourism bookstore.

<http://www.festivals.com/>

Developing an Effective Tourism Marketing Program

Prepared by Cheryl Dimitroff, Robert O. Coppedge, Ron Cox, and Priscilla Bloomquist
U S West Community and Rural Economic Development Partnership
Available online at: www.msue.msu.edu/imp/modtd/33700083.html

Tourism Marketing

By Edward Mahoney and Gary Warnell
Michigan State University (1987)
ID: E1959
Available online at: www.msue.msu.edu/imp/modtd/33700082.html

Community Travel and Tourism Marketing

By Barbara Koth and Glenn Kreag
University of Minnesota
ID: CD-FO-3272
Available online at: www.msue.msu.edu/imp/modtd/33520052.html

Marketing the Uniqueness of Small Towns

Western Rural Development Center
Oregon State University
WREP 57
Available online at: www.msue.msu.edu/imp/modtd/33529767.html

Marketing Community Parks and Recreation Resources: Developing Exhibits

By Gary A. Ackert, and Maureen H. McDonough
Michigan State University (1986)
E1932 33.73
This publication describes how to develop an exhibition to market community parks and recreation resources.
Available online at: www.msue.msu.edu/imp/modtd/33739803.html

Oregon Agri-Tourism Industry: Marketing Plan

Prepared for: Oregon Tourism Commission and Oregon Department of Agriculture
June 1997
Prepared by Jan Woodruff
Market Advantage
(503) 690-6615

Oregon Agri-Tourism Industry: Marketing Analysis

Prepared for: Oregon Tourism Commission and Oregon Department of Agriculture
June 1997
Prepared by Jan Woodruff
Market Advantage
(503) 690-6615

Marketing Your Farm or Ranch

By S.E. Cotton

Colorado State University Cooperative Extension (updated 2001)

No. 3.763

Available online at:

<http://www.colostate.edu/Depts/CoopExt/PUBS/FARMMGT/03763.pdf> or

<http://www.ext.colostate.edu/pubs/farmmgt/03763.html>

Farms, Gardens & Countryside Trails of Western North Carolina

By Jan J. Love

Published by HandMade in America, Inc.

This is a tourism guidebook to the back roads, scenic byways, farms, gardens, orchards, etc of Western North Carolina. See Chapter V for table of contents.

Copies may be obtained by calling:

HandMade in America at 1-800-331-4154

Attracting the Migratory Retiree

By Thomas J. Chestnutt

Alabama Cooperative Extension Service, Auburn University (1992)

ID: Circular CRD-56

This publication provides information on how to attract the migratory retiree and includes success stories.

Available online at: www.msue.msu.edu/imp/modtd/33809807.html

Tourism Advertising: Some Basics

By Barbara Koth

Minnesota Office of Tourism (1987)

ID: CD-FO-3311

Available online at: www.msue.msu.edu/imp/modtd/33710087.html

Evaluating Tourism Advertising with Cost-Comparison

By Barbara Koth

University of Minnesota (1988)

ID: CD-FO-3372

Available online at: <http://www.msue.msu.edu/msue/imp/modtd/33710083.html>

Direct Farm Marketing and Tourism Handbook

Available online at: <http://ag.arizona.edu/arec/pubs/dmkt/dmkt.html>

Available from: Russ Tronstad, Extension Economist

Ph: (520) 621-2425

Email: tronstad@ag.arizona.edu

Direct Marketing of Ag Products to Tourists

By Dennis B. Propst, Patricia S. Newmyer, and Thomas E. Combrink

Michigan State University (1986)

Extension Bulletin 1960

Available online at: www.msue.msu.edu/msue/imp/modtd/33839811.html

Marketing Crafts and Tourist Products

North Central Regional Publication #445

Available online at: <http://www.sfc.ucdavis.edu/pubs/SFNews/archive/93092.htm>

Hardcopies available by calling, (402) 472-3023

Marketing Crafts and Other Products to Tourists

By Sherri Gahring, Shirley Niemeyer, Rae Reilly, and JaneAnn Stout

North Central Regional Center for Rural Development (1992)

ID: NCR445

Available online at: www.msue.msu.edu/imp/modtd/33809809.html

Entertainment Farming and Agri-Tourism

A one-page that summarizes some of SARE's agritourism marketing information.

Available in Resource Manual and

www.sare.org/market99/entertain.htm

Pricing Tourism Products and Services

By Donald Holecek

Michigan State University (1987)

Available online at: www.msue.msu.edu/imp/modtd/33740097.html

Panhandle Tourism Marketing Council

This is a great example of how several communities in a region formed a partnership to market nature-based tourism. This approach and partnership can work for food, and other products farm products and services. Visit the website to better understand how the council functions and operates.

www.texasptmc.org

Chapter XVI: Funding and Assistance Programs

Note: Several types of information are needed to develop a business plan. To keep the volume of information in a manageable form, the material has been divided into Chapter XII-Decision Making and Business Planning; Chapter XIII- Regulations and Legal Concerns; Chapter XIV-Liability Insurance; Chapter XV-Marketing; and Chapter XVI-Funding and Assistance Programs. It is necessary to review all of the chapters when developing a comprehensive business and marketing plan.

Building Better Rural Places

Published by the USDA with the Michael Fields Agriculture Institute

This publication is a resource guide to federal programs offering assistance in agriculture, forestry, conservation, and rural community development. This publication is being updated and the latest version is on the web at ATTRA and SARE.

Available online at: <http://www.attra.org/guide/index.html>

Appropriate Technology Transfer for Rural Areas

PO Box 3657

Fayetteville, AR 72702

Ph: 800 346 9140

Fax: 201 442 9842

United States Small Business Administration

SBA has office locations in a state. They are ready to provide guidance in the development of a business plan and financial loan assistance. The website provides easy access to all the state and regional offices, publications, loan information and other reports and services.

www.sba.gov or

Ph: 800-827-5722

Cultural Funding: Federal Opportunities

A website that gives a listing of all the federal funding sources for cultural activities. A printout is in the Resource Manual. Visit the website to get the latest updates.

Website is www.arts.endow.gov and click on “Resources” and then onto “Cultural Funding.”

Federal Financial Assistance at a Glance

National Rural Electric Cooperative Association

This publication is a guide to federal grants and loans. It includes a directory and helpful internet resources.

Available from:

NRECA website: www.nreca.org/products

NRECA Fulfillment

4301 Wilson Boulevard

Arlington, VA 22203-1860

Ph: (703) 907-5600

USDA Rural Development Website

Funds Available

This website provides a list of current USDA programs that offer grants or funding. The list includes linked applications forms for the funds.

<http://www.rurdev.usda.gov/rd/nofas/index.html>

Rural Community Empowerment Program

Rural Empowerment Zones and Economic Communities (EZ/EC)

This is a federal program designed to help revitalize rural communities by creating economic opportunities and sustainable community development, developing strategic visions for change and community based partnerships. The program focuses on

fomenting long-term partnerships between the federal government and rural communities. Their website contains more information on their aid programs and other important information.

Website: <http://www.ezec.gov/>

Stop 3203

1400 Independence Ave., SW

Washington, DC, 20250-3203

Ph: (202) 619-7980

Cooperative State Research, Education and Extension Service Funding Opportunities Website

This website provides a list of CSREES funding opportunities that include federal grants and other programs. Application forms are also available.

<http://www.reeusda.gov/1700/funding/ourfund.htm>

Street Smart Financing For The Home-Based Entrepreneur

By Ted Wooley

Small Office IRJ (May 6, 2002)

This article provides information on unconventional ways to finance your business.

Available online at:

www.insiderreports.com/storypage.asp_Q_ChanID_E_SO_A_StoryID_E_20000048

or

http://www.bizoffice.com/library/files/financing_street.txt

Loans for Beginning Farmers and Ranchers and Farm Loans Fact Sheet

FSA

This publication provides information on farm loans available to beginning farmers and ranchers. The FSA, which helped put together this fact sheet, directs a program that assists beginning farmers or existing farmers in making transitions or improvements. The publication is available online at:

<http://www.fsa.usda.gov/pas/publications/facts/begloan01.pdf>

Information about other beginning farmer/rancher programs is available from Mark Falcone at (202) 720-1632.

National Council of State Agricultural Finance Programs: Biennial Directory of State by State Agricultural Loan Programs. (NCOSAFP)

This organization exists to keep its members informed on state programs being developed across the nation and on farm finance issues emerging in Washington, D.C. For information about your state, call Wayne Nelson 800-432-3276 or email:

waynen@gwtc.net.

Landowner's Survival Guide: Resources for Agricultural Landowners in MD, VA, and WV

Future Harvest – CASA

This is a new 62-page guide that highlights resources on a variety of production, marketing, stewardship and conservation topics. Each chapter includes general

information about grants and financial assistance, publications, people who can help, and web/internet resources. See Chapter I for table of contents.

Cost: \$5.00 (free for Future Harvest-CASA members)

Available from Future Harvest-CASA

Website: www.futureharvestcasa.org

106 Market Court

Stevensville, MD 21666

Ph: (410) 604-2689

Email: fhcasa@verizon.net

Small Farms@USDA

This website contains links to other organizations, funding opportunities and information on USDA small farm activities. Go to: www.usda.gov/oce/smallfarm/hotlinks.htm

Community Food Projects Competitive Grants Program Website

This program is intended to help eligible private non-profit entities that need a one-time infusion of Federal assistance to establish and carry out multi-purpose community food projects. Projects are funded from \$10,000-\$250,000 and from one to three years.

Website: <http://www.reeusda.gov/crgam/cfp/community.htm#Purpose>

Dr. Elizabeth Tuckermanty

CSREES/CFPCGP

1400 Independence Avenue SW

Stop 2241

Washington, DC 20250-2241

Ph: 202 205 0241

Fax: 202 401 6488

Email: etuckermanty@reeusda.gov

NOAA Restoration Center

Funding Opportunities for Community Based Restoration

This website provides a list of partnerships that offer various funding opportunities for the restoration of fishery habitats across Coastal America.

<http://www.nmfs.noaa.gov/habitat/restoration/funding.html>

Growing New Farmers Service Provider Consortium

The GNF Consortium represents over 150 organizations committed to providing programs, services, and advocacy for the region's new farmers. The GNF also has grants for new programs available to members.

Website: <http://gnf.bigmindcatalyst.com>

ABC's of Borrowing

By Mark Van Note

US Small Business Administration (1990)

Available online at: www.bizoffice.com/library/files/abcs.txt

SBA Lender Weekly

SBA Lender Weekly is a free email newsletter that provides SBA lender news, SBA procedural notices, and SBA Federal Register notices. To receive this newsletter, contact Robert Coleman at robert.coleman@colemanpublishing.com.

Street Smart Financing For The Home-Based Entrepreneur

By Ted Wooley

Small Office IRJ (May 6, 2002)

This article provides information on unconventional ways to finance your business.

Available online at

www.insiderreports.com/storypage.asp_Qchanid_e_so_a_story_e_20000048

Or http://www.bizoffice.com/library/files/financing_street.txt

Small Business Financial Status Checklist

US Small Business Administration (SBA)

This publication offers a checklist for keeping your finances in order.

Available online at: www.bizoffice.com/library/files/stat.txt

Financing For the Small Business

US Small Business Administration (SBA)

This publication provides information on how to finance a small business.

Available online at: www.bizoffice.com/library/files/fin.txt

GreenWorks

GreenWorks, part of the Environmental Fund for Pennsylvania, is an organization that provides information on and grants for environmental conservation and awareness. Their website contains a search feature, an electronic newsletter, information on their grants and programs, the largest collection of environmental videos available online, and an educational page for kids.

Website: <http://www.greenworks.tv>

Ph: 1-800-334-3190 or (215) 545-5880

Email: talktous@greenworks.tv

Grant Station Website

This website is a comprehensive tool for grant seekers; it provides information on networking and funding strategies, and current news and recommended books. Members can access the websites, Find a Funder search engine and Grant Seekers Toolkit as well. <http://grantstation.com/>

The Small Business Financial Resource Guide

6th edition

Managing Editor and Writer: Paul A. Arnold

This publication is a comprehensive source of available financing options and government and private-sector resources. It is designed to direct your business to the right type of financing.

Website: <http://www.bradcom.com>

PO Box 710720
Herndon, VA 20171-0720
Ph: (703) 471-6543

Small Farms Programming Grant Awards

These grants are given to extension coordinators with innovative program ideas that are targeted at small farms.

Dave Smith

Ph: (607) 255-7286 or (607) 255-9227

Email: rds4@cornell.edu

Agriculture and Food Systems Sustainability

Cornell Cooperative Extension

162 Morrison Hall

Cornell University

Ithaca, NY 14853

Innovation Network Work Station

This website provides a free workstation that allows users to build a blue print for designing, evaluating, and budgeting a successful program.

<http://www.innonet.org/workstation/about.cfm>

The Progress Fund

The Progress Fund is a nonprofit Community Development Financial Institution that provides expertise and capital to businesses in rural southwestern and central Pennsylvania, and northern West Virginia. It is expanding into Maryland and Virginia. It provides funds for agriculture direct marketing businesses along with its rural business community development efforts.

Website: www.progressfund.org

Ph: 724-529-0384

The Progress Fund

200 Main Street, 2nd Floor

PO Box 400

Dawson, PA 15428

Central New York Agritourism and Education Program

This is an example of how a region is funding its agritourism program.

For more information call: 866-AGTOURS or contact the

CNY RC&D Project, Inc

99 North Broad Street

Norwich, NY

Ph: 607-334-4715

Lessons in Farm Transfer Policy: A Review of Public Support for Intergenerational Farm transition Work in the U.S.

By Steve Schwartz, Marion Bowlan and Grace Jones

This report looks at the challenges, Farm Link role, current public policy and recommendations.

A copy of the report can be obtained by contacting

Steve Schwartz

California Farm Link

1823 Eleventh Street,

Sacramento, CA 95814

Ph: 916-447-4225

Email: farmlink@tomatoweb.com

www.grants.gov

Federal agencies are required to post all grant announcements on this web site. The site allow you to search by the type of activity, agency or date.

SBA Lender Weekly

This is a free email newsletter about SBS Procedural Notices and SBA Federal Register Notices.

Available by going to

www.sba.gov

The Small Business Financial Resource Guide, 6th Edition

Lists over 2,000 sources of assistance. This book is designed to guide you through the maze of financial programs and direct your business to the right type of financing.

Available from

2000 Braddock Communications Inc

PO Box 710720

Herndon, VA 20171

Ph: 703-471-6543

Chapter XVII: Resource People

NRCS Regional, State, and Institutes Alternative Enterprises and Agritourism Liaisons

Liaisons identified by state and region.

Available online at: <http://www.nrcs.usda.gov/technical/RESS/altenterprise/liaisons.html>

Alternative Enterprises, Agritourism and Economic and Rural Community Development People Resource Directory, January 2004.

This is a directory of over 100 pages of National, Regional, and State contacts for alternative enterprises, agritourism and rural community development. Individual areas of expertise are noted as well as contact and website information.

Available in:

- a. Resource Manual
- b. <http://www.nrcs.usda.gov/technical/RESS/altenterprise/liaisons.html>

- c. A relational data base by area of expertise, state, city or theme is available on line at www.survey.tamu.edu/trrc/experts
- d. Hardcopies can be obtained from Jim Maetzold, 202-720-2307 or email jim.maetzold@usda.gov

Resource Development and Conservation Offices NRCS/RESS website

This website provides a list of RC&D office locations and contact information by state.
<http://www.nrcs.usda.gov/programs/rcd/offices.html> or www.rcdnet.org

Sustainable Agriculture Directory of Expertise

SARE-SAN

This directory, printed in 1993, 1994 and 1996, is now online and being updated. It list names of people who are experts in different facets of sustainable agriculture. The website allows you to search for people by topic and key words. You can also fill out an online form if you want to be included in the updated version of the directory.
<http://www.sare.org/expertise/>

State Partners

CSREES

This website contains an online directory of land grant universities that are state partners of the Cooperative State Extension Service. It lists the professional workers in agriculture including those in agritourism and alternative enterprises.
www.reeusda.gov/statepartners/usa.htm

Value-Added Directory

Directory of state contacts in value-added agriculture. Available online at:
www.reeusda.gov/smallfarm/valuedir.htm

Small Farms Resource Guide

USDA CSREES

This publication is a state by state listing of contacts, programs and other resource material. To download the document or order a hardcopy go to:
<http://www.reeusda.gov/smallfarm/guide.htm>.

Hardcopies also available from:

The Small Farm Program USDA-CSREES

Stop 2215, 1400 Independence Ave, S.W.

Washington, DC 20250-2215

Ph: (202) 401-4385

Email: debodaghe@reeusda.gov

Source Book of Sustainable Agriculture for Educators, Producers and Other Agricultural Professionals: A Guide to Books, Newsletters, Conference Proceedings, Bulletins, Videos and More.

Sustainable Agricultural Network

This book provides a comprehensive list of 559 different information resources and information on how to obtain them. The book is organized by state, US territory, and country and also provides four pages of websites relating to sustainability.

Cost: \$12.00

Available from:

Website: <http://www.sare.org/htdocs/pubs/>

Ph: (802) 656-0471

Promoting Tourism in Rural Areas

Rural Information Center (Publication Series No. 60)

April 1998

This publication contains a directory of state travel and tourism offices and state extension offices for all fifty states. The document also contains a directory for regional Rural Conservation and Development offices, and tourism and rural development related organizations.

Available online at: <http://www.nal.usda.gov/ric/ricpubs/tourism.html>

Hardcopies available from:

National Agricultural Library

Beltsville, MD 20705

Ph: 800-633-7701 or (301) 504-5372

Environmental Alliance for Senior Involvement

This organization publishes a quarterly newsletter-*EASI Does it*-which demonstrates the valuable resources of seniors and will encourage more organizations to establish Senior Environment Corps.

Website: www.easi.org

Ph: (540) 788-3274

Email: easi@easi.org

Sustainable Agriculture Directory of Expertise

SARE-SAN

This directory, printed in 1993, 1994 and 1996, is now online and being updated. It lists names of people who are experts in different facets of sustainable agriculture. The website allows you to search for people by topic and key words. You can also fill out an online form if you want to be included in the updated version of the directory.

<http://www.sare.org/expertise/>

State of the States: Organic Farming Systems Research at Land Grant Institutions 2000-2001

This is a list of organic research and Extension resources in each of the 39 US states that have them.

Available at: <http://www.ofrf.org/publications/SoS/SoS.overview.page.html>

Partners in Tourism: Culture and Commerce

Partners in Tourism a coalition of nine national service organization and four federal agencies. This group was organized as a result of the 1995 White House Conference on Tourism.

NYS Department of Agriculture and Markets Website

This website provides a statewide agritourism directory that lists approximately 2,000 farms and markets where consumers can purchase NYS farm fresh products.

<http://www.agmkt.state.ny.us/AP/FFGSearch.asp>

State Services Organization SHPO List

This website lists the contact information of the state historic preservation officers for all 50 states.

<http://www.sso.org/ncshpo/shpolist.htm>

National Association of Tribal Historic Preservation Officers

This website lists the contact information for all tribal historic preservation officers.

Website: <http://www.achp.gov/thpo.html>

D. Bambi Kraus, President

1625 K St. NW, 11th Floor

Washington, DC 20006

Phone: (202) 628-8476

Fax: (202) 628-2241

Public Folk Cultural Programs Website

National Endowment for the Arts

This website lists the state folklorists for all 50 states.

<http://www.nea.gov/artforms/Folk/Folk6.html>

Wyoming Agribusiness Directory

Prepared by the Wyoming Business Council

This is an example of what some states are doing to promote buying local.

Website: <http://www.wyomingbusiness.org>

214 West 15th Street

Cheyenne, Wyoming 82002

Ph: 307-777-2860

1-800-262-3425

Email: jfearn@wy.state.us

National Heritage Tourism Contacts

<http://www.ohiotourism.com/industry/heritage/faq/nationalcontacts.html>

Pennsylvania Association for Sustainable Agriculture

Membership Directory

Web site: www.pasafarming.org

Tourism Industry Association of America

A directory of all the state directors of tourism offices are available on this web site.

Web site: www.tia.org

Chapter XVIII: Outreach

Directory of National, Regional, State and Priority Area of Outreach, Tribal Liaisons, Limited Resource Farmers and Environmental Justice Coordinators.

This directory is available at the NRCS website, www.nrcs.usda.gov.

National Outreach Division phone number: (301) 504-2229.

THE USDA/1890 LIAISON PROGRAM

A listing of the 1890's liaison officers.

Available in Resource Manual or www.nrcs.usda.gov

USDA Small Farms Coordinators

List of USDA agency coordinators. Also available on

www.usda.gov/oce/smallfarm/coordlist1.htm

SmallFarms@USDA: *Creating Opportunities, Preserving Choices*

USDA

This web site is an information resource that provides council information, an Action Plan database, events, people, links, and other resources.

www.usda.gov/oce/smallfarm/index.htm .

Small Farms@USDA

This website contains links to other organizations, funding opportunities and information on USDA small farm activities. Go to: www.usda.gov/oce/smallfarm/hotlinks.htm

Core Conservation Practices: Adoption Barriers Perceived by Small and Limited Resource Farmers

Bulletin 646

By Joseph J. Molinar, Annette Bitto, and Gail Brant

Alabama Agricultural Experiment Station; Auburn University (May 2001)

It identifies barriers to the adoption of the "Core-4" practices, summarizes findings from a survey of 834 small and limited resource farmers in Alabama, Georgia, and Mississippi, and lists suggested NRCS actions based on key study findings.

Available from the Social Science Institute (2002 Product Catalogue, available online at: http://www.ssi.nrcs.usda.gov/ssi/B_Stories/4_Misc/SSIProducts2002.pdf)

Social Sciences Institute (SSI)

Ph: (610) 792-9207

Meeting the Diverse Needs of Limited-Resource Producers

Prepared by SARE.

This guide is intended to inspire agricultural educators to improve their outreach to limited-resource groups. The bulleting showcases nine successful examples across the nation, then points to more detailed resources on the subject.

Available online at www.sare.org/bulletin/limited-resource

Ph: 301-504-5230.

e-Answers

Extension Information Source

e-Answers is a searchable website the provides research-based information on a wide range of Extension or Outreach-oriented subjects that include, agriculture, forestry, fishing, consumer issues, lawn and garden, environment, public policy, economics, water quality, and communities.

<http://128.227.242.197/>

Small Farms Resource Guide

USDA CSREES

This publication is a state by state listing of contacts, programs and other resource material. To download the document or order a hardcopy go to:

<http://www.reeusda.gov/smallfarm/guide.htm>.

Hardcopies also available from:

The Small Farm Program USDA-CSREES

Stop 2215, 1400 Independence Ave, S.W.

Washington, DC 20250-2215

Ph: (202) 401-4385

Email: debodaghe@reeusda.gov

Guidance for Soil and Water Conservation Districts in Setting Locally Led Natural Resource Priorities

This guidebook provide information on forming alliances, reaching out to minority farmers, and other related data. Available in the NRCS Social Sciences Institute 2002 Product Catalogue, available online at:

http://www.ssi.nrcs.usda.gov/ssi/B_Stories/4_Misc/SSIProducts2002.pdf.

Available from:

SSI

1550 East Beltline Ave., Suite 245

Grand Rapids, MI 49506

Ph: (616) 942-1503

Email: ssinter2@po.nrcs.usda.gov

Small/School Meals Initiative: Town Hall Meetings: A Step-by-Guide on How to Bring Small Farms and Local Schools Together

USDA/FNS

For information contact

USDA's Food and Nutrition Service

Communications and Governmental Affairs
3101 Park Center Drive
Alexandria, VA 22302
703-305-2000
www.fns.usda.gov/fns

USDA Native American Training Manual

A manual that is helpful to understand and work with the American Indian.
Ph 202-720-2847 to obtain a copy of the latest update.

Charcteristics and Risk Management Needs of Limited-Resource and Socially Disadvantaged Farmers

By Robert Dismuke, Joy L. Harwood, and Susan E. Bentley

Report presents survey results which addressed the types of insurance programs participated in by small farms and socially disadvantaged minority operators. Available online at www.ers.usda.gov/publications/AIB733 or can be ordered writing USDA Order Desk, 5285 Port Royal Road, Springfield, VA 22161.

Small Farm Success Project

A coalition of land grant universities, USDA, and nonprofit organizations in the Mid-Atlantic region is dedicated to helping small and emerging farmers improve their financial success. With funding from the USDA's IFAFS (Initiative for Future Agricultural Food Systems) program, the coalition developed this initiative entitled. See Chapter IX for organizations and names.

Available online at:

www.smallfarmsuccess

Cornell Small Farms Task Group

A small group of dedicated Extension educators developed a set of suggestions and recommendations for assisting small farmers. These can be viewed online at: www.smallfarms.cornell.edu

Chapter XIX: Website List

Note: This chapter of websites is to help those individuals who want to search for topics in one the following areas without searching through of the Resource Manual's chapters. The areas are: A. Agriculture-Related Information Resources; B. Alternative/Sustainable Agriculture; C. Data; D. Tourism; E. Ideas; F. Conservation; G. Financial Assistance; H. Marketing; I. Planning/Business Management; J. Community Development. These websites do not contain all of the websites notes in the other chapters.

A. Agriculture-Related Information Resources

NRCS Alternative Enterprises and Agritourism Website

This website provides information about alternative enterprises and agritourism, and provides access to related directories and publications.

<http://www.nrcs.usda.gov/technical/RESS/altenterprise/index.html>

Farmers Guide to the Internet

This website has a compilation of nearly 2,000 different useful links that are continually being updated and maintained.

<http://www.rural.org/favorites.html>

Web-Agri: The Agricultural Search Engine

<http://www.web-agri.com/>

Agriculture Online

Voice of the people on farming

This website is an online agriculture resource center. It has daily updates on agriculture news, markets, and weather and technology.

<http://www.agriculture.com/>

Agriculture Network Information Center

This website provides access to agriculture-related information, subject area experts, and other resources.

<http://www.agnic.org>

Agriculture Databases

This website contains links to a number of useful agriculture databases

<http://www.internets.com/sagri.htm>

<http://www.americanpasturage.com/>

Set of Websites

<http://www.eatwild.com>

<http://www.westonaprice.org>

<http://www.homesteadfoods.com>

<http://bbs.americanpasturage.com>

<http://www.saveoursoils.org>

www.pasturepoultry@onelist.com

www.dairycreamery@onelist.com

www.onelist.com

www.soilfoolweb.com

USDA National Agricultural Library

<http://www.nal.usda.gov>

Agri-Culture Health

This website provides information and resources on produce, health, and environmental issues.

<http://ag.udel.edu/maccap/>

Agricultural, Economic, and Community Development Information Clearinghouse

This website provides research and educational materials on a range of agriculture development topics, including links to helpful organizations and internet resources.

<http://www.nyagdev.net>

Agnews

This website provides South Texas farmers with information on weather, and soil and crop growth development. It also provides public access to weather data measure, expert information on gardening, agriculture, and natural resources.

<http://agnews.tamu.edu>

Farms.com

This website features news, weather, a section on various agricultural markets and other resources that include a search feature, newsletters, and classifieds.

<http://www.farms.com>

Prairie Links Ag Directory and Tractor Search

http://www.prairielinks.com/aglinks/Ag_Portals/AgLinks/

Agribiz Search and Research

This website contains a comprehensive agricultural mailing list directory.

<http://www.agribiz.com/agInfo/resMail.html>

MetroFarm Online

This is an electronic magazine for metropolitan agriculture.

Available at: <http://www.metrofarm.com/>

Small Farm New Farm Website

This website contains links to agriculture & natural resource pages.

<http://newfarm.osu.edu/>

Electronic Farm Website

This website contains an agricultural directory of small farms across the United States.

http://www.co.ha.md.us/economic_development/agriculture/maef.htm

PLANTS website

This website contains an extensive database with information about plants and farming, including alternative crops.

<http://plants.usda.gov/>

National Water Information System

United States Geological Survey

This website allows users to access data that can help water managers, engineers, scientists, emergency managers, recreational water users, etc.

<http://water.usgs.gov/nwis>

Aquaculture Network Information Center

This website provides access to all electronic aquaculture information, including newsletters and other publications.

<http://aquaninc.org>

Eat Wild

This website provides information, links, books, and news related to pasture-based farming

<http://eatwild.com/>

Goat World List Serve

This is a list serve for owners of all types, sizes and breeds of goats. For more information go to: <http://www.liszt.com/lists/goatworld/?cid=4388>

USDA Farm Bill 2002 Information Website

This website is designed to help farmers, ranchers and the general public learn the latest information about the new farm bill. The website includes a fact sheet, questions and answers about the farm bill, and program applications and sign up forms.

<http://www.usda.gov/farmbill/>

DirectAg.com

This website features agricultural news, newsletters, local weather reports, farm finance information, and information centers for livestock, dairy, and crop production as well as for Machinery and Parts.

<http://www.directag.com/directag/aboutus/index.jhtml>

Food and Agriculture: Consumer Trends and Opportunities

By Betty King, Janet Tietyen and Steven Vickner

University of Kentucky (IP 58A – IP 58F)

This is a series of publications that describe the trends in consumption, nutrition, health, lifestyle, and marketing for the agricultural economy in general, and for the grain, vegetable, fruit, dairy, protein foods, and fats, oils and sweets sector of the agricultural economy. Links to each of the publications that is part of the series are available online at: <http://agebb.missouri.edu/mac/links/linkview2.asp?catnum=1067&alpha=L>

B. Alternative/Sustainable Agriculture

Minnesota Grown Opportunities Project Website

This website has hundreds of pages of links to information on diversification opportunities

<http://www.mda.state.mn.us/mgo/>

Alternative Agricultural Enterprise (Links)

This website contains links to various documents prepared by personnel from land grant universities, federal agencies, and private foundations. The documents each have information needed to help you make an informed decision about alternative agricultural enterprises.

<http://aggie-horticulture.tamu.edu/alternatives/alternativelinks.html>

List of Alternative Crops & Enterprises for Small Farm Diversification Website

This website can be used to identify alternative crops, unusual livestock, and innovative farming enterprises. The site also provides links to online documents, organizations, databases, and other helpful websites.

http://www.nal.usda.gov/afsic/AFSIC_pubs/altlist.htm

Alternative Field Crops Manual

This field manual provides information on those crops and animals that are considered alternatives to traditional farm commodities.

Available at: <http://www.hort.purdue.edu/newcrop/default.html>

Commercial Vegetable Production Guides

Oregon State University

Available online at: <http://www.orst.edu/dept/NWREC/vegindex.html>

Midwest Small Fruit & Grape Net

This website provides information on management, commercial production, harvesting, and marketing of strawberries, raspberries, blackberries, high bush berries, and grapes. The website also contains links to newsletters, current research reports, market prices, and business reports. Additionally specialists in insect, disease, and weed control are available to answer questions through their Ask the Expert link.

<http://www.ag.ohio-state.edu/~sfgnet/>

Agricultural Marketing Resource Center (AgMRC)

The AgMRC is an electronically based center that collects and interprets information about value-added agriculture. The center, which is a website, provides research, information about events and business development, directories, and has a website search engine. They provide independent producers and processors with information that will help them build a successful value-added enterprise.

<http://www.agmrc.org/>

Organic Food and Agriculture Website

This website serves as a meeting place for people interested in obtaining organic food commodities & farmers wanting to grow organic agriculture crops.

<http://www.liszt.com/lists/OrganicFoodandAgriculture>

Organic Farming Research Foundation

<http://www.ofrf.org/>

Iowa State University Organic Agriculture Webpage

This website serves as an information resource on organic agriculture. The website contains organic agriculture links resources, research and education and information on organic production.

<http://extension.agron.iastate.edu/organicag/>

Sustainable Farming Connection Website

This website provides information intended to help you tame costs, add value to what you sell, and keep you up to date on the latest news from the sustainable farming community.

<http://www.ibiblio.org/farming-connection/>

Sustaining People through Agricultural Networks (SPAN)

SPAN is a farmer managed network working to develop sustainable agriculture systems that support people, families, and communities. Their website contains a link to their newsletter.

Website: <http://agebb.missouri.edu/sustain/span/index.htm>

Sustainable Measures Website

This website develops and provides indicators that measure progress toward a sustainable economy, society and environment.

<http://www.sustainablemeasures.com/>

MetroFarm Online

This is an electronic magazine for metropolitan agriculture.

Available at: <http://www.metrofarm.com/>

C. Data

World Resources Institute

The World Resources Institute provides information on the trends in population, food and water security, consumption and waste, energy use and climate change. Their website contains more information on the center and their research, including their recent publications.

Website: <http://www.wri.org>

Earthtrends Website

This online resource is an environmental almanac compiled by the World Resource Institute of data from more than 140 countries plus regional and global trends.

<http://earthtrends.wri.org/>

Econdata.net

This website lists the 10 best web sites for economic data.

http://www.econdata.net/content_tenbest.html

The Economic Research Service Website

This website has links to the land values for all U.S. counties (1850 – 1992)

<http://www.ers.usda.gov/data/sdp/view.asp?f=land/87012>

Economic Research Service State Fact Sheets

State fact sheets provide information on population, employment, income, farm characteristics, and farm financial indicators for each state in the U.S.

Available at: <http://www.ers.usda.gov/StateFacts>

Economic Research Service, USDA website

Data for major land uses from 1945 - 97

<http://www.ers.usda.gov/data/majorlanduses/>

Statistical Resources on the Web

<http://www.lib.umich.edu/govdocs/stag.html>

National Survey on Recreation and the Environment: 2000-2003

A national survey that has been taken since the 1950's. Today, an Interagency National Survey Consortium, coordinated by the USDA Forest Service; Outdoor Recreation, Wilderness and Demographics Trends Research Group, Athens, GA and The Human Dimensions Research Laboratory, University of Tennessee, Knoxville, TN conducts the survey and completes the analysis.

Information available at www.srs.fs.fed.us/trends or contact

Gary Green

USDA Forest Service

320 Green Street

Athens, GA 30602

Ph: 706-559-4269

Vermont Tourism Data Center

Website: <http://snr.uvm.edu/vtfdc/>

Marine Recreational Statistics Survey Website

<http://www.st.nmfs.gov/st1/recreational/pubs.html>

Louisiana Tourism Data Resources

<http://www.latour.lsu.edu/>

D. Tourism (includes agritourism, nature tourism, and heritage/cultural tourism)**National Tourism Foundation Website**

<http://www.ntfonline.com/>

National Tour Association Website

<http://www.ntaonline.com/>

Travel, Tourism, and Recreation Resource Center

<http://www.tourismcenter.msu.edu/>

Tourism Resources Website

Rural Information Center

This website provides a various links to tourism resources, and information on funding programs, statistics, and data and contacts.

<http://www.nal.usda.gov/ric/ruralres/tourism.htm>

Travel and Tourism Resource Association

Website: <http://www.ttra.com/>

Tourism Research Links by René Walsberg

<http://www.waksberg.com/>

Rural Tourism: an Annotated Bibliography

By Dennis M. Brown

This bibliography summarizes studies on rural tourism. It includes studies on heritage tourism, nature-based tourism, agritourism, the economic effects of tourism, and tourism planning and development.

Available online at: <http://www.nal.usda.gov/ric/ricpubs/ricpubs.htm>

North Carolina Tourism Resources in Education and Development

This website provides various different resources concerning North Carolina state-wide and national tourism. It includes information on tourism research, hospitality education, funding opportunities, and specifically agritourism.

<http://www.nctourismresources.net/sustainable.htm>

Tourism Educational Materials Website

This website contains a database that provides an inventory of Extension resource materials related to tourism education

<http://www.msue.msu.edu/msue/imp/modtd/mastertd.html>

Compilation of Extension Tourism Faculty by state available at:

<http://www.montana.edu/wwwcommd/faculty.htm>

See America

This website contains a searchable database of all websites related to U.S. travel.

<http://www.seeamerica.org>

Farmstop.com

This website contains a list of farms to visit across North America that invite you to stop by and visit. It can be in your state or a distant state, but the message is the same. Stop, and have fun, pet farm animals, enjoy seasonal

festivals, shop in country stores and eat delicious fresh food. You can stay overnight or a week or more.

<http://www.farmstop.com>

Hidden America Website

This website provides information on activities and places that lie off the beaten path and beyond the interstate. It also contains a monthly newsletter and links to similar sites.

<http://www.hiddenamerica.com/>

NRCS Alternative Enterprises and Agritourism Website

This website provides information about alternative enterprises and agritourism, and provides access to related directories and publications.

<http://www.nrcs.usda.gov/technical/RESS/altenterprise/index.html>

Agritourism Database

This online database can be used to locate agritourism websites.

<http://www.agritourism.uiuc.edu>

To be included in the database, contact:

Bruce Wicks

Ph: (217) 333-4410

Email: b-wicks@staff.uiuc.edu

Green Travel: Agritourism Online

This website contains a list of various agritourism websites, associations and organization worldwide.

<http://www.green-travel.com/gtagrito.htm>

Access Minnesota Main Street: *Electronic Commerce for Small Business*

University of Minnesota Extension Service

Access Minnesota Main Street is a project that teaches business people from six Minnesota communities about the potential for electronic commerce. Their course teaches people how to use the Internet as a business research tool, how to plan a website, and how to effectively promote a website.

Website: <http://www.extension.umn.edu/mainstreet/index.html>

Ph: 1-800-876-8636 or (612) 625-8776

Email: mainstreet@extension.umn.edu

Agricultural Tourism Fact Sheets

University of California Small Farm Center

Available at: <http://www.sfc.ucdavis.edu/agritourism/factsheets.html>

Agritour Countryside Links

This website contains links to various agritourism related websites

<http://www.agritour.com/links/aglinks.htm>

Water Works Wonders Website

This website provides information on fishing, boating and caring for the water. The website also offers the opportunity to reach a national audience through their free listing.

<http://www.waterworkswonders.org/>

BoatingandFishing.com

This website provides news, magazines, links, and general information related to boating and fishing.

<http://www.boatingandfishing.com/>

Nature Tourism Information

Texas A&M University

http://rptswb.tamu.edu/taex/nature_tourism/index.htm

Recreation.gov

This website provides information on recreation opportunities on federal lands.

<http://www.recreation.gov/>

Center for Nature and Heritage Tourism

This website provides information on nature and heritage tourism .The website also contains a links to additional websites, many of which are about Farm and Ranch tourism.

<http://hidalgo.geo.swt.edu/nht/>

Public Folk Cultural Programs Website

National Endowment for the Arts

This website lists the state folklorists for all 50 states.

<http://www.nea.gov/artforms/Folk/Folk6.html>

Festivals.com

This website provides information on festivals across the United States. It includes festival news and announcement of events. The website also contains an advanced search engine, and a cultural tourism bookstore.

<http://www.festivals.com/>

State Services Organization SHPO List

This website lists the contact information of the state historic preservation officers for all 50 states.

<http://www.sso.org/ncshpo/shpolist.htm>

National Association of Tribal Historic Preservation Officers

This website lists the contact information for all tribal historic preservation officers.

Website: <http://www.achp.gov/thpo.html>

National Heritage Tourism Contacts

<http://www.ohiotourism.com/industry/heritage/faq/nationalcontacts.html>

E. Ideas

List of Alternative Crops & Enterprises for Small Farm Diversification Website

This website can be used to identify alternative crops, unusual livestock, and innovative farming enterprises. The site also provides links to online documents, organizations, databases, and other helpful websites.

Website: http://www.nal.usda.gov/afsic/AFSIC_pubs/altlist.htm

New Crop Opportunities Center

The New Crop Opportunities Center provides farmers with production and marketing information on new crops and value-added versions of current crops.

Website: <http://www.uky.edu/Ag/NewCrops/aboutus.html>

Mazemaker

This company designs and builds mazes all over the world. Their website has pictures of some of the mazes they have built.

Website: <http://www.mazemaker.com/>

The MAiZ

This is the world's largest cornfield maze company. Their website provides information on the company's educational program, Planting Seeds of Knowledge, and information on how to build your own maze.

Website: <http://www.cornfieldmaze.com/>

2361 S. Goodnight Dr.

Springville, UT 84663

Email: ktmaize@aol.com

Windustry

Windustry is a project that supports the development of clean, renewable wind energy in rural communities through educational materials and technical assistance. Their website provides information on wind energy opportunities, a newsletter, and news and events related to wind energy.

2105 First Avenue South

Minneapolis, MN 55404

Ph: 1-800-365-5441 or (612) 374-2261

Email: info@windustry.org

F. Conservation

Natural Resources Conservation Service

Web site: www.nrcs.usda.gov

Wildlife Habitat Council (WHC)

The WHC is a nonprofit group of corporations, conservation organizations, and individuals that helps large landowners manage their unused land in an ecologically sensitive manner for the benefit of wildlife. Their website provides information on their programs and their backyard conservation page provides educators with online lesson plans related to wildlife conservation.

Website: <http://www.wildlifehc.org>

Environmental Protection Agency, Ag Center

<http://es.epa.gov/oeca/ag>

Community Based Collaborative Research Consortium (CBCRC)

This website has a searchable database of projects and research, books and periodical concerning collaborating approaches to managing environmental resources. The database is designed so that you can enter your own resource as well.

<http://www.cbrc.org>

Dickinson Country Water Improvement Program Website

This website includes information on water improvement and a page of links.

<http://www.ikansas.com/~water/index.html>

Responsive Management

Responsive Management is a Virginia-based public opinion polling and survey research firm specializing in fisheries, wildlife, natural resource, outdoor recreation and environmental issues.

Website: <http://responsivemanagement.com/>

G. Financial Assistance

Grant Station Website

This website is a comprehensive tool for grant seekers; it provides information on networking and funding strategies, and current news and recommended books. Members can access the websites, Find a Funder search engine and Grant Seekers Toolkit as well.

<http://grantstation.com/>

Cooperative State Research, Education and Extension Service Funding Opportunities Website

This website provides a list of CSREES funding opportunities that include federal grants and other programs. Application forms are also available.

<http://www.reeusda.gov/1700/funding/ourfund.htm>

Rural Community Empowerment Program

Rural Empowerment Zones and Enterprise Communities (EZ/EC)

This is a federal program designed to help revitalize rural communities by creating economic opportunities and sustainable community development, developing strategic visions for change and community based partnerships. The program focuses on

fomenting long-term partnerships between the federal government and rural communities. Their website contains more information on their aid programs and other important information.

Website: <http://www.ezec.gov/>

H. Marketing

Agri-Marketing

This website is an information resource on marketing for agricultural products.

<http://www.agri-culturehealth.com>

AgriMarketing.com

This website contains the online version of AgriMarketing Magazine. The magazine provides agribusiness news and discussion, all available on the website. The website also contains contact lists and advertising information.

<http://www.agrimarketing.com/whoweare.php3>

For hardcopies of the magazine, contact:

Judy Knoll

Ph: (314) 372-3524

FoodMAP

This website provides marketing and processing information on identifying new markets, learning about alternative agriculture opportunities, locating processing equipment, understanding processing requirements and ingredients

<http://www.foodmap.unl.edu/index.asp>

Food Marketing Institute (FMI)

The FMI conducts activities in research, education, public information, industry relations, and public affairs. Their website contains a store where you can purchase research reports, books, videos or CD-Roms. It also provides news, statistics, food safety information, marketing information, and announcement of their conferences.

Website: <http://www.fmi.org/>

AMS Farmer's Markets website

This website provides general facts about farmer's markets and additional resources related to farmers' markets. The website also contains a search option for the National Directory of Farmer's Markets.

<http://www.ams.usda.gov/farmersmarkets/>

Northeast Sheep and Goat Marketing Program Website

This website is designed to be a library of marketing information that should enable Northeastern producers to make informed decisions to improve the success of their enterprises.

Available at: <http://www.sheepgoatmarketing.org/sgm/index.html>

Using the Internet as a Farm Marketing Tool

By William J. Bamka

Available at: <http://www.joe.org/joe/2000april/tt1.html>

NY Specialty Foods Listserv

This new listserv is for NY based growers, farmers and processors, as well as anyone interested in developing value-added products in NY. It will serve as a place for growers to communicate what products they grow, and for everyone to exchange ideas and information. To subscribe to the listserve, send an email to lyris@list.morrisville.edu. In the subject line write: subscribe NYSpecialtyFoods

NC Fresh Connection

NC Fresh Connection is a campaign by the North Carolina Department of Agriculture & Consumer Services that works by linking buyers with NC produce growers, cooperatives and processors across the state who can supply seasonal fruits and vegetables.

<http://www.ncagr.com/freshconnect/index.htm>

Local Harvest

This website consumers all over the country to search for community supported agriculture (CSA), farmers' markets, farm stands, and U-pick farms in their area.
www.localharvest.org

Farm to Table

This organization is an Earth Pledge Foundation. Their website provides information about New York State farmers, including, who they are, what farming practices they use, and how and where you can buy their products.

Website: <http://www.farmtotable.org/farm/fe/>

Email: clozier@earthpledge.org

UPick.com

This website offers a free listing of producers.

<http://upick.com>

Four Corners Ag.

The Online Agriculture Marketplace

This website is an online medium for buying, selling, trading, or simply just locating regional agricultural products and services.

Available at: <http://www.4cornersag.com/>

Small Holders' Alliance

The Small Holders' Alliance supports Massachusetts small farmers, homesteaders, backyard farmers, and all those interested in purchasing food directly from the farm on which it was produced. Their website provides news and information on livestock care.

Website: <http://www.smallholdersalliance.org/>

Better Board of Trade Website

This website contains an inexpensive, simple classifieds bulletin board system where organic and sustainable producers and buyers can meet.

<http://www.mybbot.com/index.htm>

Local Farm Network Website

This website allows you to search for products and services available within so many miles of your physical location.

<http://www.localfarm.net>

Organic Trader Website

This website provides options for suppliers and buyers to buy and/or market their organic products.

<http://www.organictrader.net/>

NYS Department of Agriculture and Markets Website

This website provides a statewide agritourism directory that lists approximately 2,000 farms and markets where consumers can purchase NYS farm fresh products.

<http://www.agmkt.state.ny.us/AP/FFGSearch.asp>

USDA School Lunch Program

This USDA sponsored program encourages schools to purchase produce from local farmers. An example is the New North Florida Farmers Cooperative.

Website: <http://www.federationsoutherncoop.com>

Cornelius Blanding, Marketing Director

Ph: (404) 765-0991

Email: fscmarketing@mindspring.com

I. Planning/Business Management

Growing New Farmers Service Provider Consortium

The NF Consortium represents over 150 organizations committed to providing programs, services, and advocacy for the region's new farmers. The GNF also has grants for new programs available to members.

Website: <http://gnf.bigmindcatalyst.com>

National Farm Transition Network

This Network supports programs that help create the opportunity for young people to begin a career in agriculture.

Website: <http://www.extension.iastate.edu/nftn/aboutnetw.html>

Email: jrbaker@iastate.edu

Small Farms Website

This website offers links to listings of resources, grants, programs, and websites. They also provide information about small farms, business management and production systems.

http://www.cals.cornell.edu/agfoodcommunity/afs_temp1.cfm?topicID=67

Small Business Start-Up Kit

Available at: www.sbaonline.sba.gov/starting/indexstartup.html

4 Steps to Starting a Business

Texas Economic Development

This publication discusses four steps to starting a business: business structure and name, business tax responsibilities, business license and permits by business type, and business employer requirements.

Available online at: <http://www.tded.state.tx.us/guide/>

J. Community Development

Rural Industries Research and Development Corporation of Australia

This Corporation works closely with Australian rural industries to enhance innovation in the rural and related sectors, and address strategic issues facing the rural sector. Their website contains links to online publications including research reports, fact sheets and the like. It also provides information on their programs on new plant and animal products and emerging new industries.

<http://www.rirdc.gov.au/>

USDA Rural Development Website

Funds Available

This website provides a list of current USDA programs that offer grants or funding. The list includes links applications forms for the funds.

<http://www.rurdev.usda.gov/rd/nofas/index.html>

Rural Community Empowerment Program

Rural Empowerment Zones and Enterprise Communities (EZ/EC)

This is a federal program designed to help revitalize rural communities by creating economic opportunities and sustainable community development, developing strategic visions for change and community based partnerships. The program focuses on fomenting long-term partnerships between the federal government and rural communities. Their website contains more information on their aid programs and other important information.

Website: <http://www.ezec.gov/>

Center for Applied Rural Innovation

University of Nebraska

Website: <http://cari.unl.edu/>

Getting Online 2.0

A small town 74-page guide to creating 21st century communities. Distributed by National Center for Small Communities.

Available by going to

www.natat.org/ncsc/newresources.htm

Chapter XX: Resources

Note: This chapter is designed for individuals who are looking for a wide variety of websites containing information about alternative enterprises, agritourism and tourism. The chapter is set up for individuals who are interested in searching for their own subject matter rather than being guided by chapter in the Resource Manual. This can also be the chapter that you add *personal resources* that cannot be incorporated into the other chapters.

Sustainable Agriculture Directory of Expertise

SARE-SAN

This directory, printed in 1993, 1994 and 1996, is now online and being updated. It lists names of people who are experts in different facets of sustainable agriculture. The website allows you to search for people by topic and key words. You can also fill out an online form if you want to be included in the updated version of the directory.

<http://www.sare.org/expertise/>

Rodale Institute

The Rodale Institute's goal is to achieve a regenerative food system that renews and improves environmental and human health. Their website provides general information on regenerative farming and gardening, and regenerative science. The website also has an online bookstore.

Website: <http://www.rodaleinstitute.org>

611 Siegfriedale Road

Kutztown, PA 19530-9320

Ph: (610) 683-14000

Fax: (610) 683-8548

Email: info@rodaleinst.org

Environmental Alliance for Senior Involvement

This organization publishes a quarterly newsletter-*EASI Does it*-which demonstrates the valuable resources of seniors and will encourage more organizations to establish Senior Environment Corps.

Website: www.easi.org

Ph: (540) 788-3274
Email: easi@easi.org

Organic trade association

New York Sustainable Ag Working Group

Kelly Flegel
121 N. Fitzhugh Street
Rochester, NY 12841
Ph: (607) 656-4600

Future Harvest- Chesapeake Alliance for Sustainable Agriculture (CASA)

Future Harvest is a non-profit organization that promotes sustainable agriculture. CASA holds field days, conferences and connects farmers and consumers. CASA publishes a newsletter about sustainable farming in the Chesapeake region.

Website: <http://www.futureharvestcasa.org/>

Ph: (410) 604-2681 (contact Bruce Mertz)

Fax: (410) 604-2689

Email: fhcasa@umail.umd.edu

Kerr Center for Sustainable Agriculture

The Kerr Center is a non-profit educational organization whose mission is to encourage sustainable agriculture. Their website has links to their publications and their news letter, Field Notes.

Website: <http://www.kerrcenter.com>

P.O. Box 588

Poteau, OK 74953

Ph: (918) 647-9123

Fax: (918) 647-8712

Email: mailbox@kerrcenter.com

National Campaign for Sustainable Agriculture, Inc.

The National Campaign For Sustainable Agriculture, Inc. is dedicated to educating the public on the importance of a sustainable food and agriculture system. Their website provides information about their history and their current programs as well as online versions of their updates.

Website: <http://www.sustainableagriculture.net/index.htm>

PO Box 396

Pine Bush, NY 12566

Ph: (845) 744-8448

Fax: (845) 744-8477

Email: Campaign@SustainableAgriculture.net

Pennsylvania Association for Sustainable Agriculture (PASA)

PASA works to increase the number of farms and the economic viability of existing farms in Pennsylvania through farm-based educational programs, annual conferences, and by providing educational programs and opportunities for new farmers. Their website provides PASA membership information, information on their projects and programs

(research, production and marketing) and provides resources and links to their publications which include their newsletter, Passages.

Website: <http://www.pasafarming.org/>

PO Box 419

114 West Main Street

Millheim, PA 16854

Ph: 814-349-9856

Fax: 814-349-9840

Email: info@pasafarming.org

Sustaining People through Agricultural Networks (SPAN)

SPAN is a farmer managed network working to develop sustainable agriculture systems that support people, families, and communities. Their website contains a link to their newsletter.

Website: <http://agebb.missouri.edu/sustain/span/index.htm>

Sonoran Institute

Community Stewardship Exchange

The Sonoran Institute is a nonprofit organization dedicated to promoting community-based strategies that preserve protected lands and meet the economic aspirations of adjoining landowners and communities. The Institute tests different approaches to community based conservation and adapts these approaches based on real experiences.

Website: <http://www.sonoran.org/>

7650 E. Broadway, Suite 203

Tucson, AZ 85710

Ph: (520) 290-0828

Fax: (520) 290-0969

Email: sonoran@sonoran.org

Slow Food USA

Slow Food U.S.A. is an education-oriented organization that, among other things, promotes stewardship of the land and ecologically sound food production. They have a member newsletter, The Snail, available on their website. Its about cooking from the basics.

Website: <http://www.slowfoodusa.org/>

434 Broadway, 7th Floor

New York, NY 10013

Ph: 212-965-5640

Fax: 212-226-0672

Email: info@slowfoodusa.org

Landowner's Survival Guide: Resources for Agricultural Landowners in MD, VA, and WV

Future Harvest – CASA

This is a new 62-page guide that highlights resources on a variety of production, marketing, stewardship and conservation topics. Each chapter includes general

information about grants and financial assistance, publications, people who can help, and web/internet resources.

Cost: \$5.00 (free for Future Harvest-CASA members)

Available from Future Harvest-CASA

Website: www.futureharvestcasa.org

106 Market Court

Stevensville, MD 21666

Ph: (410) 604-2689

Email: fhcasa@verizon.net

Agricultural Alternatives for the New Family Farm

Available from: Missouri Alternatives Center, University of Missouri

Website: <http://agebb.missouri.edu/mac> .

Ridge Top Ranch, Route 1

Clark, MO 65243.

Ph: (314) 882-1905

e-Answers

Extension Information Source

e-Answers is a searchable website that provides research-based information on a wide range of Extension or Outreach-oriented subjects that include, agriculture, forestry, fishing, consumer issues, lawn and garden, environment, public policy, economics, water quality, and communities.

<http://128.227.242.197/>

Appropriate Technology Transfer for Rural Areas (ATTRA)

ATTRA is the national sustainable farming information center operated by the nonprofit National Center for Appropriate Technology. Their website provides information, news, publications and additional links.

Ph: 1-800-346-9140

Website: www.attra.org

ATTRAnews

ATTRAnews is the Quarterly newsletter of Appropriate Technology Transfer for Rural Areas (ATTRA). This newsletter provides information about sustainable agriculture.

ATTRAnews is free of charge.

Available online at: <http://www.attra.org/attra-digest/index.html>

PO Box 3657

Fayetteville, AR 72702

Ph: 1-800-346-9140

InMotion Magazine

InMotion is an online magazine that focuses on agriculture in rural America.

<http://www.inmotionmagazine.com/rural.html?86,15>

Agro Today Newsletter

This newsletter is produced by Co-op retails for its agriculture customers. Each month it offers a guide to top headlines, tools and features at the Co-op and in the Agro industry.
<http://www.liszt.com/lists/agrotoday>

Agro-Ecology News and Perspectives

College of Agriculture at the University of Illinois Urbana- Champaign.
This newsletter provides information on the well being of human and natural communities through the adoption of sustainable agricultural practices.
Available online at: <http://www.aces.uiuc.edu/~asap/news/>
University of Illinois at Urbana-Champaign
College of Agricultural, Consumer and Environmental Sciences
211Mumford Hall
1301 West Gregory Drive
Urbana, Illinois 61801
Email: cavanaughhd@mail.aces.uiuc.edu

Agriculture Research Magazine

This publication is the USDA's science magazine, published monthly by the Agricultural Research Service.
Available electronically at: <http://www.ars.usda.gov/>

AgVentures Magazine

AgVentures magazine publishes articles on livestock, crops, aquaculture, niche markets, wildlife, herbs and other topics. The articles are based on actual alternative enterprise success stories. The magazine contains a classified section and an advertisements and a breeders directory.
Website: <http://www.agventures.com>
Ph: 1-888-474-6397.
E-mail: AgVentures@aol.com

American Small Farm Magazine

This publication provides information related to the business and science of agriculture.
Available electronically at: <http://www.smallfarm.com/>
Attn: Circulation
267 Broad St.
Westerville, OH 43081

Small Farm News (SFN)

University of California
This is a journal that has articles about small farms and agricultural news.
One Shields Ave., Davis, CA 95616
Ph: (530) 752-8136 e-mail: sfcenter@ucdavis.edu
Available online at: <http://www.sfc.ucdavis.edu/pubs/SFNews/news.htm>

Small Farm Today: The Original How-to Magazine of Alternative and Traditional Crops, Livestock, and Direct Marketing

This magazine, published bi-monthly, is dedicated to the preservation and promotion of small farming, rural living, sustainability, community, and agripreneurship.

Available online at: <http://www.smallfarmtoday.com/>

3903 W Ridge Trail Rd

Clark MO 65243-9525

Ph: 1-800-633-2535 or (573) 687-3525

Email: smallfarm@socket.net

Passages: Sustainable Food and Farming Systems

Passages is the newsletter of the Pennsylvania Association for Sustainable Agriculture. It provides hands-on technical information of immediate use to farmers and growers and thought-provoking articles and ideas for rural and urban readers. Passages is free to members and \$3 otherwise.

Website: <http://www.pasafarming.org/resources.htm>

P.O. Box 419

114 West Main Street

Millheim, Pa. 16854

Ph: (814) 349-9856

Fax: (814)349-9840

Email: info@pasafarming.org

Farming Alternatives Newsletter

Community Food and Agriculture Program (CFAP)

The Farming Alternatives Newsletter is published quarterly and provides information on events, and research related to sustainable agriculture, highlights local organizations involved in agriculture development and includes announcements of happenings around the state and the Northeast. Website:

http://www.cals.cornell.edu/agfoodcommunity/afs_temp3.cfm?topicID=280

Ph: (607)255-9832

Email: gcg4@cornell.edu

Growing for Market: news and ideas for market gardeners

Fairplain Publications

This publication is a monthly magazine for direct-market farmers.

Website: <http://www.growingformarket.com/>

P.O. Box 3747

Lawrence, KS 66046

Ph: (785) 748-0605

Fax: (785) 748-0609

Reader Service: 1-800-307-8949

Email: growin4market@earthlink.net

Capital Vegetable News

Cornell Cooperative Extension

90 State Street, Suite 600
Albany, NY 12207
Email: (Ted Blomgren) tab17@cornell.edu

Organically Speaking E-Newsletter

This electronic newsletter provides information on environmental and agricultural issues. Topics include organic waste management, farming, sustainability, stewardship and ecology.

http://www.liszt.com/lists/Organically_Speaking@igc.topica.com

Rural Development News (RDN)

RDN is the newsletter of the North Central Regional Center for Rural Development. RDN contains articles on NCRCRD programs, successful rural development efforts, and announcements of publications and conferences that are currently available.

Available from: <http://www.ag.iastate.edu/centers/rdev/rdn.html>

To receive a free hardcopy, send your name and complete address to: North Central Regional Center for Rural Development

Iowa State University
107 Curtiss Hall
Ames, Iowa 50011-1050
Ph: (515) 294-8321
Email: jstewart@iastate.edu

Tourism Matters

This publication is the Michigan State Extensions Newsletter.

Available online at: <http://www.tourism.msu.edu/t-aoe/html-aoe/newsltr-aoe/news.htm>

Arrington's Bed & Breakfast Journal

This magazine is geared for the bed & breakfast, country inn, innkeeper, and aspiring owner. It is published every month and provides information that is readily applicable to daily inn operations and issues.

Website: <http://www.bnbjournal.com/>

214 W. Texas, Suite 400
Midland, Texas 79701
Ph: (915) 684-6800
Fax: (915) 684-5374
Email: Stephanie@bnbjournal.com

Acres USA

ACRES USA is a monthly publication that provides information on commercially viable organic, sustainable farming, livestock, herb production and other related topics.

Website: <http://www.acresusa.com/magazines/magazine.htm>

PO Box 91299
Austin, Tx 78709
Ph: 1-800-355-5313 or (512) 892-4400 (call for a free catalog)

The Stockman Grass Farmer: The Grazier's Edge

The Stockman Grass Farmer is a monthly magazine that provides the latest information on grass farming and features grass farmers across the U.S.

Website: <http://www.stockmangrassfarmer.com/>

Call: 1-800-748-9808

The Stockman Grass Farmer

P.O. Box 2300

Ridgeland, MS 39158-2300

Email: sgfsample@aol.com

Social Sciences Institute Product Catalog, January 2002

NRCS

The catalogue lists a number of publications that are available free of charge. The publications address outreach, partnership building and working with partners on natural resource issues and concerns. The catalogue is available online at:

http://www.ssi.nrcs.usda.gov/ssi/B_Stories/4_Misc/SSIProducts2002.pdf.

Ph: (336) 334-7058.

Island Press: Environmental Sourcebook

This company sells books for better conservation and management. They have an annual catalog, and a website that allows you to order their books directly.

Website: <http://www.islandpress.org/>

Center for Resource Economics

PO Box 7

Covelo, CA 95428

The Oasis Press

This company sells books related to all aspects of small business management. Their website contains information on small businesses, and how to start your own small business.

Website: <http://www.psi-research.com/oasis.htm>

PO Box 3727

Central Point, OR 97502-0032

Ph: (541) 479-9464

Sustainable Living Books

Sustainable Living Books is a project of the Sustainable Living Network, and offers 2000 different books that have to do with Sustainable Living.

Website: <http://www.sustainablelivingbooks.com/>

78 Alberta Avenue

Toronto, ON M6H 2R8

Ph: (416) 410-7581

Email: jillian@permaculture.net

Partnerships for Sustainability

This company sells books related to conservation and sustainable living.

PO Box 180
Summertown, TN 38483
Ph: 1-800-695-2241 or (931) 964-2241
Fax: (931) 964-2291
Email: catalog@usit.net

Good Earth Books

This company sells new, used, and out-of print books that deal with self-reliant living.
Website: <http://www.goodearthbooks.bigstep.com/>
Ph: (812) 401-3450
Email: goodearth@sigecom.net

Storey.com

This is an online company that sells "how-to" books for country living.
Website: <http://www.storey.com/>
210 Mass MoCA Way
North Adams, Massachusetts 01247
Ph: (413) 346-2100
Email: Kelly.nesbit@storey.com

Alternative Field Crops Manual

This field manual provides information on those crops and animals that are considered alternatives to traditional farm commodities.
Available at: <http://www.hort.purdue.edu/newcrop/default.html>

The New Farmers' Market: Farm-Fresh Ideas for Producers, Mangers and Communities

By Vance Corum, Marcie Rosenzweig, and Eric Gibson
Published by New World Publishing (February 2001)
ISBN: 0963281429

This book is available from the publisher as well as from other booksellers.

Council for Agricultural Science and Technology (CAST)

CAST is a nonprofit organization whose purpose is to assemble, interpret, and communicate science-based information regionally, nationally, and internationally on food, fiber, agricultural, natural resource, and related societal and environmental issues. Their website contains links to their newsletter, NewsCAST, and their Publications catalog.

Website: <http://www.cast-science.org/>
4420 West Lincoln Way
Ames, IA 50014-3447
Ph: (515) 292-2125
Fax: (515) 292-4512
E-mail: cast@cast-science.org.

Marketplace of Ideas

Marketplace of Ideas is an organization in North Dakota that hosts an annual conferences and workshops for farmers and small entrepreneurs.

Website: <http://www.marketplaceofideas.org/>

411 Main Street West

Mandan, ND 58554-3164

Ph: 1-888-384-8410 (US Toll-free) or (701) 663-0150

Fax: (701) 663-1032

Email: kippasso@btinet.net

Agriculture Innovation Center

The Center provides information, training, and direct assistance (aid in marketing and processing commodities in new ways) to Missouri's agricultural producers. Their main efforts are focused on value-added agriculture. Their website provides agriculture-related news and resources, which include informative publications.

Website: <http://www.aginnovationcenter.org/>

1616 Missouri Boulevard

PO Box 630

Jefferson City, Missouri 65102

Ph: 1-866-INOVATE (1-866-466-8283)

Email: AgInnovationCenter@mail.mda.state.mo.us

Agricultural Marketing Resource Center (AgMRC)

The AgMRC is an electronically based center that collects and interprets information about value-added agriculture. The center, which is a website, provides research, information about events and business development, directories, and has a website search engine. They provide independent producers and processors with information that will help them build a successful value-added enterprise.

<http://www.agmrc.org/>

Ph: (866) 277-5567

Email: AgMRC@iastate.edu

Food Marketing Institute (FMI)

The FMI conducts activities in research, education, public information, industry relations, and public affairs. Their website contains a store where you can purchase research reports, books, videos or CD-ROMs. It also provides news, statistics, food safety information, marketing information, and announcement of their conferences.

Website: <http://www.fmi.org/>

Ph: (202) 452-8444

Email: fmi@fmi.org

Winrock International

Winrock International is a global team dedicated to increasing long-term productivity, equity and responsible resource management. Their Wallace Center conducts policy analysis, research, and evaluation. Their website provides news and information on resource management.

Website: http://www.winrock.org/what/wallace_center.asp
38 Winrock Drive
Morrilton, AR 72110
Ph: (501) 727-5435
Email: communications@winrock.org

American Association of State and Local History

Website: <http://www.aaslh.org>
1717 Church Street
Nashville, TN 37203-2991
Ph: (615) 320-3203
Email: history@aaslh.org

NTHP Rural Heritage

The Rural Heritage Program uses educational programs, publications, and provides technical assistance to promote and protect rural historic and cultural resources. Their website offers a wealth of resources, including links to their publications, and the online Rural Library.

Website: <http://www.ruralheritage.org>
1785 Massachusetts, NW
Washington, DC 20036
Ph: (202) 588-6204

Center for Alternative Plants and Animal Production (CAPAP)

The CAPAP's primary function is to provide information. Their website provides information on their projects, a list of agricultural diversification options, and links to their publications.

Website: <http://capap.coafes.umn.edu/>
University of Minnesota
352 Alderman Hall
1970 Folwell Avenue
St. Paul, MN 55108
Ph: (612) 625-4707; Fax: (612) 625-4237
Email: capap@umn.edu

Community Food and Agriculture Program (CFAP)

Cornell's Agriculture Development and Diversification Program

The CFAP (formerly the Farming Alternatives Program) assists families in developing profitable new agricultural enterprises and marketing strategies. They conduct theoretical and applied research and have an active Extension Program that conducts conferences, in-service training, and provide informative publications. Their website provides farming case studies, information on their current projects, links to programs and efforts at Cornell and in the North East, and additional resources.

Website: http://www.cals.cornell.edu/agfoodcommunity/afs_temp1.cfm?topicID=68
Email: gcg4@cornell.edu

North Carolina Rural Economic Development Center

The Center develops, promotes, and implements sound economic strategies to improve the quality of life in rural North Carolina. Their website is a great resource. It contains, a rural resource guide, publications catalog, rural data bank, and information on grant and loan programs.

Website: <http://www.ncruralcenter.org>

4021 Cary Drive

Raleigh, NC 27610

Email: info@ncruralcenter.org

National Center for Recreation and Conservation

The National Park Service

This website provides information on programs that assist community-led efforts to restore rivers, establish trails, save open spaces, and rebuild parks.

<http://www.ncrc.nps.gov/index.html>

Scenic America

Scenic America is a national organization dedicated to protecting natural beauty and distinctive community character. Their website provides information on the organization and its efforts. It also provides general information on community and highway design, scenic byways, tree conservation, view protection, and other scenic issues.

Website: <http://www.scenic.org/>

801 Pennsylvania Ave. SE

Suite 300

Washington, DC 20003

Ph: (202)543-6200

Glynwood Center

The Glynwood Center is a non profit organization whose mission is to help communities integrate economic development with conservation of their natural resources and cultural heritage.

Website: <http://www.glynwood.org/stable/about.html>

PO Box 157

Cold Spring, New York 10516

Ph: (845) 265-3338

Fax: (845) 265-3391

Email: info@glynwood.org

National Trust for Historic Preservation (NTHP)

The NTHP is a private nonprofit organization that acts as a leader in the preservation movement in the United States. Their website provides a search engine and recent news releases and publications.

Website: <http://www.nthp.org>

1785 Massachusetts Ave., NW

Washington, DC 20036

Ph: (202) 588-6000

Free Complete Toolkit for Boards

This website contains links to information on developing and organizing both non-profit and for-profit boards.

<http://www.mapnp.org/library/boards/boards.htm>

FarmAssist Website

This website provides free FarmAssist software for farmers. FarmAssist is free computer software that helps farmers keep accurate records of their crops production inputs and profitability. The FarmAssist website itself also contains links where one can research, explore treatment options, find label/MSDS information, compare product, etc.

<http://www.farmassist.com/index.asp>

Core Historical Literature of Agriculture

This website provides access to rare, historically significant books on agriculture. It is an electronic collection of the most important agricultural texts published between the early 19th century and the mid 20th century

<http://chla.mannlib.cornell.edu/>

DirectAg.com

This website features agricultural news, newsletters, local weather reports, farm finance information, and information centers for livestock, dairy, and crop production as well as for Machinery and Parts.

<http://www.directag.com/directag/aboutus/index.jhtml>

Web-Agri: The Agricultural Search Engine

<http://www.web-agri.com/>

PLANTS website

This website contains an extensive database with information about plants and farming, including alternative crops.

<http://plants.usda.gov/>

Agriculture Online

Voice of the people on farming

This website is an online agriculture resource center. It has daily updates on agriculture news, markets, and weather and technology.

<http://www.agriculture.com/>

MVLA's Agricultural Services Directory

Developed by the Mohawk Valley Library Association (MVLA).

This website contains an extensive, searchable directory of services for regional farmers.

<http://www.mvlafarm.org>

Farmers Guide to the Internet

This website has a compilation of nearly 2,000 different useful links that are continually being updated and maintained.

<http://www.rural.org/favorites.html>

USDA National Agricultural Library

<http://www.nal.usda.gov>

Environmental Protection Agency, Ag Center

<http://es.epa.gov/oeca/ag>

Agriculture Network Information Center

This website provides access to agriculture-related information, subject area experts, and other resources.

<http://www.agnic.org>

Agricultural, Economic, and Community Development Information Clearinghouse

This website provides research and educational materials on a range of agriculture development topics, including links to helpful organizations and internet resources.

<http://www.nyagdev.net>

Agnews

This website provides South Texas farmers with information on weather, and soil and crop growth development. It also provides public access to weather data measure, expert information on gardening, agriculture, and natural resources.

<http://agnews.tamu.edu>

Agribiz Search and Research

This website contains a comprehensive agricultural mailing list directory.

<http://www.agribiz.com/agInfo/resMail.html>

Agriculture Databases

This website contains links to a number of useful agriculture databases

<http://www.internets.com/sagri.htm>

Prairie Links Ag Directory and Tractor Search

http://www.prairielinks.com/aglinks/Ag_Portals/AgLinks/

The Organic Pages Online

This is an online searchable database of hundreds of organic resources. Available through the Organic Trade Association website: <http://www.ota.com>

For information on receiving a hardcopy, call (413) 774-7511

Organic Cotton Directory

This is an online searchable database of organic cotton resources.

<http://www.organiccottondirectory.net/>

Organic Farming Research Foundation

<http://www.ofrf.org/>

Organic Food and Agriculture Website

This website serves as a meeting place for people interested in obtaining organic food commodities & farmers wanting to grow organic agriculture crops.

<http://www.liszt.com/lists/OrganicFoodandAgriculture>

Northeast Organic Farming Association (NOFA)

NOFA is a nonprofit organization of more than 4,000 organic farmers working together to promote organic farming and a cleaner environment.

Website: <http://www.nofa.org/>

P.O. Box 21

South Butler, NY 13154

Iowa State University Organic Agriculture Webpage

This website serves as an information resource on organic agriculture. The website contains organic agriculture links resources, research and education and information on organic production.

<http://extension.agron.iastate.edu/organicag/>

State of the States: Organic Farming Systems Research at Land Grant Institutions 2000-2001

This is a list of organic research and Extension resources in each of the 39 US states that have them.

Available at: <http://www.ofrf.org/publications/SoS/SoS.overview.page.html>

List of Alternative Crops & Enterprises for Small Farm Diversification Website

This website can be used to identify alternative crops, unusual livestock, and innovative farming enterprises. The site also provides links to online documents, organizations, databases, and other helpful websites.

http://www.nal.usda.gov/afsic/AFSIC_pubs/altlist.htm

Association of Specialty Cut Flower Growers, Inc (ASCFG)

The ASCFG conducts conferences, tours, seminars, and shows, publishes and distributes information pertinent to cut flower production, and works to educate the distributor, wholesalers, and the general public about specialty cut flowers.

Website: <http://www.ascfg.org/>

MPO Box 268

Oberlin, OH 44174

Ph: (440) 774-2887

Email: ascfg@oberlin.net

2000 Directory of Flower and Herb Buyers

This publication lists 36 companies seeking to buy all types of flowers and botanicals.

Cost: \$15

Available from:

Prairie Oak Seeds

P.O. Box 382

Marysville, MO 64468-0382

Ph: (660) 562-3743.

Sustainable Agriculture and Research and Education (SARE)

USDA

Website: www.sare.org

Ph: (202) 720-5384

Sustainable Farming Connection Website

This website provides information intended to help you tame costs, add value to what you sell, and keep you up to date on the latest news from the sustainable farming community.

<http://www.ibiblio.org/farming-connection/>

Minnesota Grown Opportunities Project Website

This website has hundreds of pages of links to information on diversification opportunities

<http://www.mda.state.mn.us/mgo/>

NRCS Alternative Enterprises and Agritourism Website

This website provides information about alternative enterprises and agritourism, and provides access to related directories and publications.

<http://www.nrcs.usda.gov/technical/RESS/altenterprise/index.html>

Farm to Table

This organization is an Earth Pledge Foundation. Their website provides information about New York State farmers, including, who they are, what farming practices they use, and how and where you can buy their products.

Website: <http://www.farmtotable.org/farm/fe/>

Email: clozier@earthpledge.org

Local Farm Network Website

This website allows you to search for products and services available within so many miles of your physical location.

<http://www.localfarm.net>

Small Farm New Farm Website

This website contains links to agriculture & natural resource pages.

<http://newfarm.osu.edu/>

SmallFarms@USDA: *Creating Opportunities, Preserving Choices*

USDA

This web site is an information resource that provides council information, an Action Plan database, events, people, links, and other resources.

www.usda.gov/oce/smallfarm/sfhome.htm

Small Farms Website

This website offers links to listings of resources, grants, programs, and websites. They also provide information about small farms, business management and production systems.

http://www.cals.cornell.edu/agfoodcommunity/afs_temp1.cfm?topicID=67

Small Farm Center

University of California, Davis

The Small Farm Center provides information associated with small farm activities and agritourism. Their website provides information, news, links to their publications and fact sheets, and contact information.

Website: www.sfc.ucdavis.edu

Ph: (530) 752-8136

Email: sfcenter@ucdavis.edu

Community Based Collaborative Research Consortium (CBCRC)

This website has a searchable database of projects and research, books and periodicals concerning collaborating approaches to managing environmental resources. The database is designed so that you can enter your own resource as well.

<http://www.cbrc.org>

Rural Information Center (RIC)

The RIC provides information and referral services to local, state, and federal government officials, and others interested in maintaining the vitality of America's rural areas.

Website: <http://www.nal.usda.gov/ric>

10301 Baltimore Avenue, Room 304

Beltsville, MD 20705-2351

Ph: 1-800-633-7701

Fax: (301)504-5181

Rural Industries Research and Development Corporation of Australia

This Corporation works closely with Australian rural industries to enhance innovation in the rural and related sectors, and address strategic issues facing the rural sector. Their website contains links to online publications including research reports, fact sheets and the like. It also provides information on their programs on new plant and animal products and emerging new industries.

<http://www.rirdc.gov.au/>

Center for Rural Pennsylvania

This is a bipartisan legislative agency that serves as a resource for rural policy within the Pennsylvania General Assembly. Their website provides links to their publications and information on Pennsylvania's rural demographics and available grant programs. It also contains the Rural Access Guide, which is a database of state, federal, and non-profit/foundation grants, loans and technical assistance resources.

<http://www.ruralpa.org>

National Water Information System

United States Geological Survey

This website allows users to access data that can help water managers, engineers, scientists, emergency managers, recreational water users, etc.

<http://water.usgs.gov/nwis>

USDA Farm Bill 2002 Information Website

This website is designed to help farmers, ranchers and the general public learn the latest information about the new farm bill. The website includes a fact sheet, questions and answers about the farm bill, and program applications and sign up forms.

<http://www.usda.gov/farmbill/>

Family Farm Rules Bulletin

This is an e-mail list that offers newsletters to help farmers remain competitive in current markets.

<http://www.liszt.com/lists/familyfarmrules>

Travel, Tourism, and Recreation Resource Center

<http://www.tourismcenter.msu.edu/>

Tourism Resources Website

Rural Information Center

This website provides various links to tourism resources, and information on funding programs, statistics, and data and contacts.

<http://www.nal.usda.gov/ric/ruralres/tourism.htm>

Tourism Industry Association of America

www.tia.org

See America

This website contains a searchable database of all websites related to U.S. travel.

<http://www.seeamerica.org>

Agritourism Database

This online database can be used to locate agritourism websites.

<http://www.agritourism.uiuc.edu>

To be included in the database, contact:

Bruce Wicks

Ph: (217) 333-4410
Email: b-wicks@staff.uiuc.edu

Agritour Countryside Links

This website contains links to various agritourism related websites
<http://www.agritour.com/links/aglinks.htm>

Green Travel: Agritourism Online

This website contains a list of various agritourism websites, associations and organizations worldwide.
<http://www.green-travel.com/gtagrito.htm>

Professional Heritage Resource Online

This website provides free access to heritage related publications including, The Country Heritage, Community Field Trip Guide, and Touring for Success.
<http://silosandsmokestacks.org/resources/>

The Heritage Education Network (THEN)

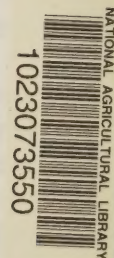
This website contains a wealth of educational materials that includes a state by state resource guide.
<http://www.mtsu.edu/~then/>

National Science and Technology Consortium (NSTC)

Natural Resources Conservation Service

NSTC is the NRCS technology development and transfer organization. NSTC provides technology information to field staff and the public.

Website: www.info.usda.gov/nrcs/SandT



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